PRICE, 30 CENTS.

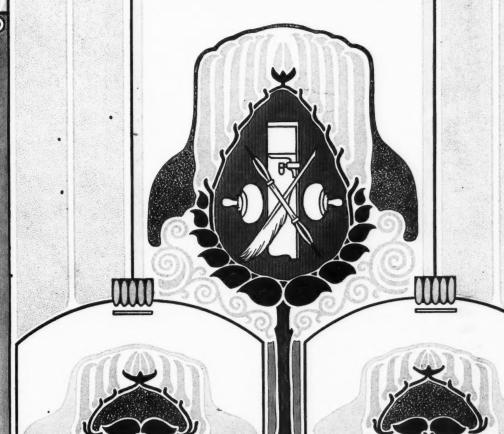
\$3.00 A YEAR IN UNITED STATES.

AUGUST ⊢1910⊣

VOLUMEXIV NUMBER: 5

# Inland Printer

401010



PRINTED IN TWO COLORS.

You can't save time
By stopping the clock
And you can't save money
By buying "cheap" inks.
Use Ullman's Inks
Then
You will save
Time and money both.

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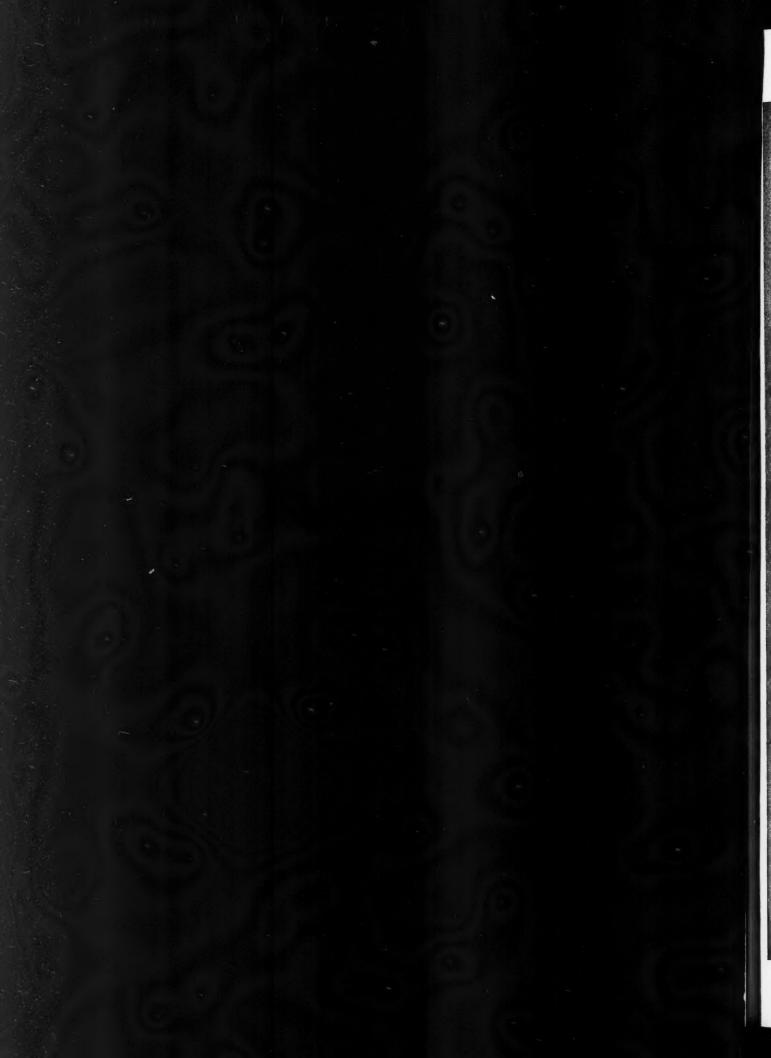
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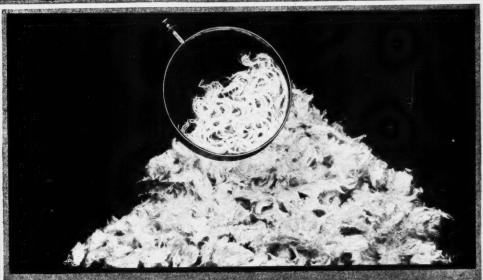
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## Sigmund Ullman Co.

NEW YORK CHICAGO PHILADELPHIA CINCINNATI







RIGHT - from the very start

# nowflake

Accepted as the standard among coated book papers It has no substitute me



## DISTRIBUTORS OF "BUTLER BRANDS

STANDARD PAPER CO.
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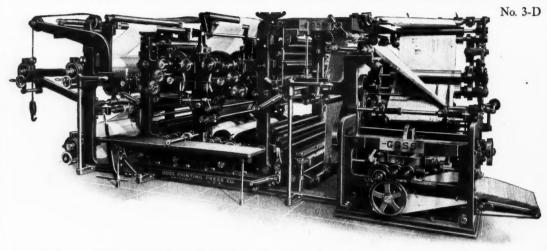
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Housen, Texas San Fracenco, California Los Angeles, California CENTRAL MICHICAN PAPER CS., Canad Ropids, Mich. MCTUAL PAPER CO., Seattle, Washinstee AMERICAN TYPE FOUNDERS CO., Vancoure, Bl. Col. NATIONAL PAPER & TYPE CO., Edy of McZec, Max NATIONAL PAPER & TYPE CO., City of McZec, Max NATIONAL PAPER & TYPE CO., City of McZec, Max NATIONAL PAPER & TYPE CO., City of McZec, McZec, NATIONAL PAPER & TYPE CO., City of McZec, McZec, NATIONAL PAPER & TYPE CO., Hawais, Cape

J.W. BUTLER PAPER CO.



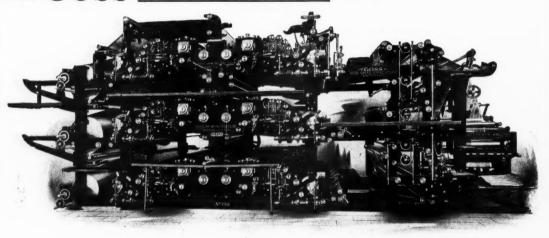
## The New GOSS "ACME" Straightline Two-Roll Rotary Perfecting Press



Made to print either 4, 6, 8, 10, 12, 14, 16 pages in book form.

Constructed so that it can be arranged to print either two or three extra colors, at a slight expense. It is practically a single-plate machine, thus saving time in not having to make duplicate plates. Plates are cast from our regular standard stereotype machinery.

## The New GOSS High-Speed Sextuple Press—No. 160



Is built and guaranteed to run at a speed of 36,000 per hour for each delivery, for the *full* run. Prints 4, 6, 8, 10, 12, 14, 16, 18, 20, 22, 24, 28, 32, 36, 40, 44, 48 pages. All products up to 24 pages can be made in one section (book form).

#### SPECIAL FEATURES

Plates can be put on without removing ink rollers.
Patented ink fountains; screws all at one end of fountains
(regular plano key action).
All roller sockets automatically locked.

No ribbons whatever when collecting.
Design prevents breaking of webs.
Entirely new HIGH-SPEED PATENTED FOLDING AND
DELIVERING DEVICE.

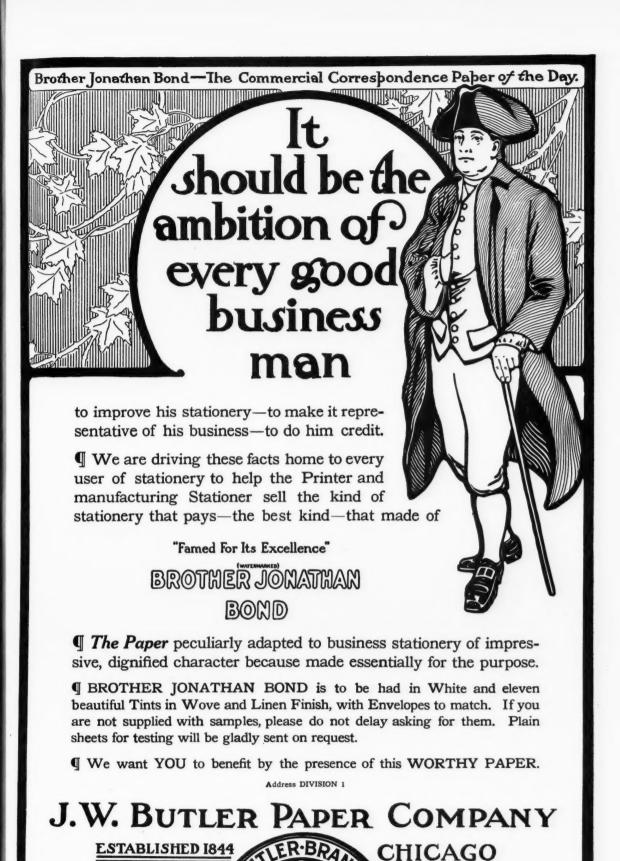
PATENTED AND MANUFACTURED BY

## THE GOSS PRINTING PRESS CO.

16th St. and Ashland Ave., Chicago, Ill.

New York Office:
1 Madison Ave., Metropolitan Bldg., New York City.

LONDON OFFICE:
93 Fleet Street, London, E. C., England.



# General Electric Company

The Largest Electrical Manufacturer in the World



CR-171-Printing-press Controller



CR-171-Printing-press Controller



The Use of Unreliable Control Apparatus Results in

Skilled Men Standing Idle: Heavy Loss from Idle Presses; Big Repair Bills: Cancellation of Orders: Loss of Prestige.

## **Printing-Press Motor Controllers**

The General Electric Company's new line of controllers for printing-presses is the result of long and painstaking investigation made by its expert engineers, assisted by its research departments, and will afford absolutely reliable service.

## Perfect Mechanical and **Electrical Construction**

Perfect mechanical construction is obtained by using materials of the highest grade, and by employing skilled labor in their manufacture.

Every controller is thoroughly tested and must receive the approval of the testing department before shipment.

#### Great Ruggedness

The motor is disconnected from the power circuit by an auxiliary device of great ruggedness, so constructed as to suffer practically no deterioration from service. Unless provided with such a device the rheostat would rapidly deteriorate and very quickly need extensive repairs.

## Protection of Motor

A device automatically disconnects the motor if the voltage fails and thus protects it from injurious burning which would otherwise occur if the power is immediately thrown on again.

If desired, a device can be furnished which will prevent overloading and abusing the

The enormous demand for General Electric Rheostats and Controllers has caused this department to grow until it is a large factory in itself, with a large corps of expert engineers, draftsmen and technical test men. The assembling department occupies a floor space of 60,000 square feet and employs 400 men.

Armature regulating resistance

Atlanta, Ga.
Baltimore, Md.
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Buffalo, N. Y.
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#### SALES OFFICES IN THE FOLLOWING CITIES:

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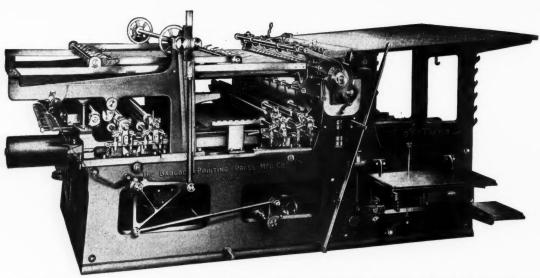
Los Angeles, Cal. Minneapolis, Minn. Nashville, Tenn. New Orleans, La.

Principal Office: Schenectady, N. Y.

New Haven, Conn. New York, N. Y. Philadelphia, Pa. Pittsburg, Pa. Portland, Ore. Richmond, Va. Salt Lake City, Utah San Francisco, Cal. St. Louis, Mo. Seattle, Wash. Spokane, Wash. Syracuse, N. Y.

# TRADE DIRECTORY FOR MACHINERY AND SUPPLIES PRINTERS, LITHOGRAPHERS, METAL DECORATORS

BRONZE POWDERS
THE FUCHS & LANG MFG. CO New York, Chicago, Phila., Boston
BRONZE SIEVES THE FUCHS & LANG MFG. CO
BRONZING MACHINES
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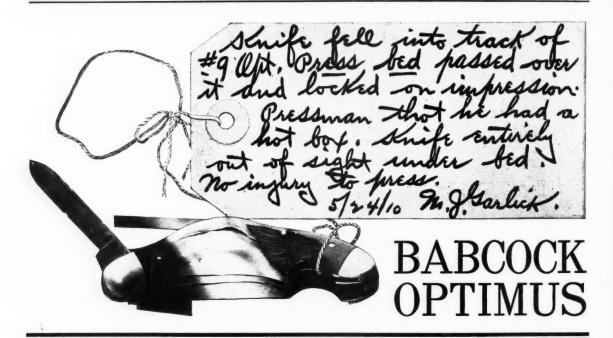


THE HEAVIEST, SIMPLEST, MOST COMPACT AND HANDSOMEST TWO-REVOLUTION. COMPARE THIS ILLUSTRATION WITH THAT OF ANY OTHER

THE BABCOCK PRINTING PRESS MANUFACTURING CO., NEW LONDON, CONNECTICUT New York Office, 38 Park Row.

PRESS MANUFACTURING CO., NEW LONDON, CONNECTICUT Miller & Richard, Canadian Agents, Toronto, Ontario.

BARNHART BROS. & SPINDLER, WESTERN AGENTS, 183-187 MONROE STREET, CHICAGO Great Western Type Foundry, Kansas City, Missouri: Great Western Type Foundry, Omaha, Nebraska: Minnesota Type Foundry Co., St. Paul, Minnesota: St. Louis Printers Supply Co., St. Louis, Missouri: Southern Printers. Supply Co., Washington, District Columbia; The Barnhart Type Foundry Co., Dallas, Texas: National Paper & Type Co., City of Mexico, Vera Cruz, Monterrey, and Havana, Cuba. On the Pacific Coast—Pacific Printers Supply Company, Seattle, Wash



Sometime ago we here said that no Optimus made within a dozen years was now out of register between bed and cylinder, no matter what use it had had.

We have said it often. In this instance it was striking enough to create comment. We repeat it. No one has found such an Optimus; it doesn't exist.

About twelve years ago we invented our ball and socket bed motion, a marvel of accuracy, simplicity, strength. Its precise action supplies that register between bed and cylinder that has not changed in a single press in a dozen years.

While a pressman can control the action of the guides, etc., register between bed and cylinder is structural, and beyond any lasting cure he can make.

ALL sizes of matrices from 5 pt. to 11 pt., inclusive,

ALL sizes of bodies from 5 pt. to 14 pt., inclusive,

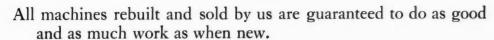
ALL measures from 5 ems
Pica to 30 ems Pica,
inclusive,

Can be used in the

# Two-Letter Rebuilt Model 1 Lin

**Model 1 Linotype Machines** 

SOLD BY THIS COMPANY



New matrices sent with all machines.

We use genuine Linotype parts purchased from the Mergenthaler Linotype Company in rebuilding machines.

All parts used are standard and can be duplicated from the Linotype Company.

Price, including one magazine, one font new 2-letter matrices, one set of spacebands and 2-letter U. A. mold, \$2,000.00.

Machines ready to ship. Write for terms.

# **Gutenberg Machine Company**

WILL S. MENAMIN, President and General Manager 545-547-549 Wabash Ave., CHICAGO, ILL.



# More than 800

## We have satisfied them!

ore than eight hundred pairs of hands reached out to us during the past twelve months for the different machines illustrated here. They came to us for Folders, for Feeders, and Cutters, not alone because it was

# Dexter Machinery,

much as that name in folding, and in feeding and in cutting machinery implies, but, also, because each individual purchaser was convinced that he was getting the best machine for his work, the greatest value for his money.

They had satisfied themselves that both the quality and quantity of the product would be the maximum possible.

They knew that the machine, and the service rendered after the machine was installed, would be absolutely satisfactory.

# Pairs of Hands



## And we can satisfy you!

he owners of the more than eight hundred pairs of hands reached out to us during the past year for the different machines illustrated here, we have satisfied, perfectly. So great, however, has been the demand for

Dexter Machinery,

during the past twelve months, that it is impossible for us to keep machines on hand.

Please anticipate your wants a little, in order to avoid delivery disappointment.

Write us now about your probable fall requirements.

## **Dexter Folder Company**

New York Chicago Philadelphia Boston Buffalo San Francisco London Paris Cape Town Melbourne Buenos Aires

Southern Agents: Dodson Printers Supply Co., Atlanta, Ga.

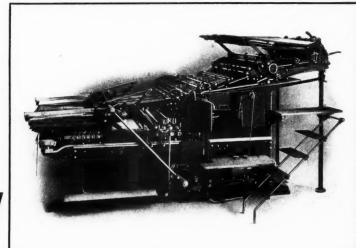


# Human Hands

Should never be employed at a task which a machine will do as well or better

The Cross Continuous Feeder works faster, better, longer, and at much less cost than is possible for the human hand. It is the perfection of automatic feeding. Get in touch with us now for your probable fall wants . . . . . .

# Dexter Folder Comp'y



New York

Chicago

Philadelphia

Boston

Buffalo

San Francisco

Southern Agents: Dodson Printers Supply Co., Atlanta, Ga.

London

**Paris** 

Cape Town

Melbourne

# Sheridan's New Model

Automatic Clamp—Improved—Up to Date



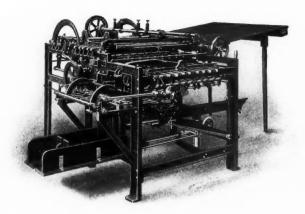
Write for Particulars, Prices and Terms

## T.W. & C.B. SHERIDAN CO.

Manufacturers of Paper Cutters, Book Trimmers, Die Presses, Embossers, Smashers, Inkers, and a Complete Line of Printers' and Bookbinders' Machinery

NEW YORK . . . . . 56 Duane Street CHICAGO . . . . . 149 Franklin Street LONDON . . . . . 65-69 Mount Pleasant

Selling Agents for Martini and National Book-sewing Machines
Write for Circulars and Descriptive Matter



## Special Catalog Folder

Folds regular and oblong. Will fold 6, 8, 10, 12, 16, 24 and 32 pages in single sections or in gangs.

Automatic Registers throughout.

No! We do not misrepresent, falsify or mislead in order to obtain business. We do not have to.

**No!** We do not attempt side issues that are simply poor imitations. We make a specialty of paper-folding machinery.

**No!** We do not make a machine-shop out of your office trying to erect, complete and install a machine successfully.

**No!** It does not take one of our erectors from two to three weeks or a month erecting a machine and trying to find out what is the matter with it. Our machines are thoroughly tested before shipping.

Made by

Brown Folding Machine Company

Erie, Pennsylvania

Micro-Ground. Coes "Micro-Ground. Coes" Micro-Ground.

ESTABLISHED 1830



## To the Trade:

Micro-Ground, Cos Micro-Ground, Cos Micro-Ground. Cos Micro-Ground, Cos Micro-Ground, Cos Micro-Ground.

We beg to announce a NEW



which we are selling as our "New Process" Knife. We have been supplying this knife in its improved form for over a year to our largest customers with the best results.

It is sold on our regular list at no advance in price.

Following our established habit of *raising quality* to the customer at no extra expense to him.

Same package. Same warrant. Ask us.

## LORING COES & CO., Inc.

WORCESTER, MASSACHUSETTS.

Micro-Ground. 1 Micro-Ground. 1 Micro-Ground. 1

New York Office — G. V. ALLEN, 21 Murray Street

Phone, 6366 Barclay

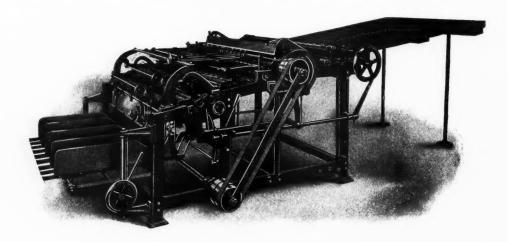
#### COES RECORDS

First to use Micrometer in Knife work .							1890
First to absolutely refuse to join the Trust							1893
First to use special steels for paper work							1894
First to use a special package							1901
First to print and sell by a "printed in figu	" P	rice-	list				1904
First to make first-class Knives, any kind					1830	to	1905

**COES** is Always Best!

Micro-Ground. Coes Micro-Ground. Coes

# THE CHAMBERS Paper Folding Machines



## Drop-roll Parallel Folder with Hand Feed Table

## **AUTOMATIC FEEDERS FURNISHED**

Will deliver and pack a folded page as narrow as 2½ inches in 16s. Greatest width 6 inches.

Will fold 8s ranging in width from 3 to 12 inches.

Will deliver in long strips or cut into 2, 3 or 4 sections.

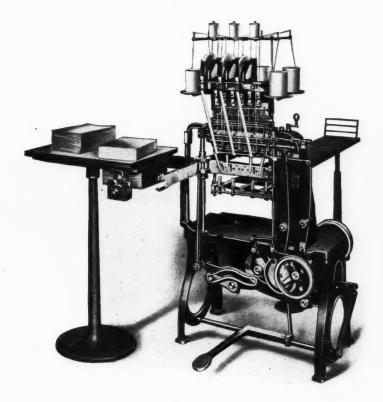
Sharp, accurate folding guaranteed.

## Chambers Brothers Co.

Fifty-second and Media Sts., Philadelphia, Pa. Chicago Office:: 524 West Jackson Boulevard

# New Model No. 3 Smyth

**Book-Sewing Machine** 



THE popular machine for edition work, catalogues, school books, pamphlets, etc. Performs several styles of sewing—will braid over tape, sew through tape with or without braiding, or sew without tape or twine. No preparation of the work necessary before sewing.

Its fine construction, interchangeable parts, simplicity and rapid operation, have made it the most popular machine for Bookbinders the world over.

Other sizes to suit every requirement.

WRITE FOR PARTICULARS -

## E. C. FULLER COMPANY

FISHER BUILDING, CHICAGO

28 READE STREET, NEW YORK

DON'T leave for your Vacation until you have put in a good supply of

# aenecke's Printing Inks

They will save you worry and your pleasure will not be marred by Ink troubles.

> THE JAENECKE PRINTING INK CO. NEWARK. N. J.

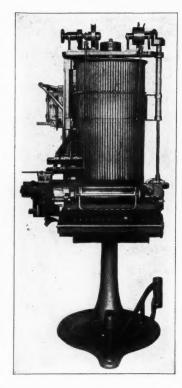
**NEW YORK** 

**CHICAGO** 

**PHILADELPHIA** 

ST. LOUIS

DETROIT



## **Used Simplex Machines** For Sale

10-pt. Adjustable 12-pt. Adjustable 10-pt. Adjustable Factory No. 1385 \$200

Factory No. 1395 \$200

Factory No. 1509 \$200

These Simplex Typesetting Machines have been used, but are in good order.

They are practically the same kind of machines (except the shape of the base) that are now advertised as Unitypes.

> Note factory number and price of each. No type with these machines.

## GUTENBERG MACHINE COMPANY

WILL S. MENAMIN, PRESIDENT AND GENERAL MANAGER

545-547-549 Wabash Avenue, CHICAGO, ILL.



BLACK, 5505.

YELLOW, 0642.

BLUE, 5891.

# The Queen City Printing Ink Company

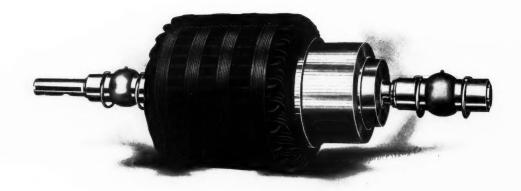
Cincinnati Chicago

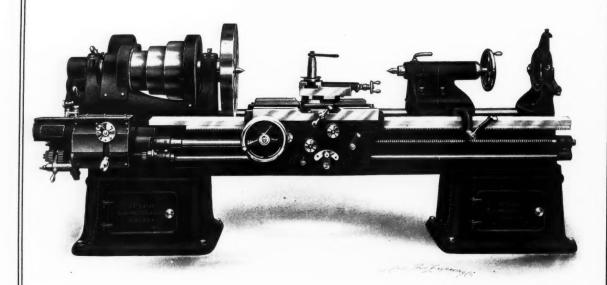
Boston

Philadelphia

Kansas City, Mo.

Minneapolis





# The Queen Lity CINCINNATI BOSTON PHILADELPHIA

Especially adapted for High-Class Catalogue Work

# Printing Ink & CHICAGO KANSAS CITY MINNEAPOLIS

Note Tone, Covering Capacity Cleanliness, Etc.



## Strathmore Talks

[No. 12]

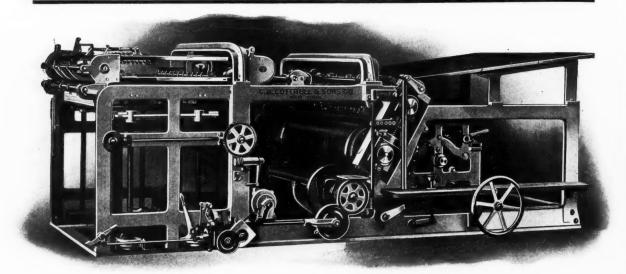
¶ Confidence is the backbone of business and whatever you can do to create that feeling is worth more than the cost. You may have the goods and you may have the right proposition, but if you don't create confidence you don't do business.

¶ The above is an introduction to two big factors in creating confidence — Stationery and Advertising Literature. Until we have had business relations with a concern we are usually judged by these two things.

¶ STRATHMORE PARCHMENT can tell your correspondents what you are better than you can. The "STRATHMORE QUALITY" Book and Cover Papers for your advertising literature will back up your stationery.

¶ These papers are manufactured by the Mittineague Paper Company (The "STRATHMORE QUALITY" Mills), of Mittineague, Mass. Their "STRATHMORE QUALITY" sample-books will gladly be sent to responsible people.

# Cottrell Sheet Feed Rotary



STANDING beside a Cottrell Sheet Feed Rotary the other day, its owner said, "See how fast those sheets pile up! I can't believe it is actually running 3,000 per hour without pulling out my watch. It makes less fuss about 3,000 per hour than my flat-beds do at half that. Just look at the clean, beautiful printing of those half-tones—I would not have believed it possible at such speed. I tell you this press solves a lot of problems for us. We get quicker delivery, have more room, less expense, and need only half as many plates to get out on time—and it gives us a chance to make some good money."

DO YOU Want to know more about the Cottrell Sheet Feed Rotary? Want to see it in operation?

At your service:

## C. B. COTTRELL & SONS CO.

25 Madison Square North, New York 279 Dearborn Street, Chicago (Note new New York address)

Works: Westerly, R. I.

## OLD HAMPSHIRE BOND

"LOOK FOR THE WATER-MARK"

A sheet of paper which introduced a new element into business correspondence; a factor which the most progressive business men take into account.

It gives to the letter that subtle touch of agreeableness not adequately described as "quality"; an impression, without a recollection of detail, akin to that made upon one by the well-dressed man or woman. Business letters on Old Hampshire Bond have an atmosphere of refinement not attained by ordinary papers. Old Hampshire Bond is not made for esthetics: it is sold to hard-headed business men, on the assumption that it is profitable to make your customers and prospective customers think well of your concern and your goods.

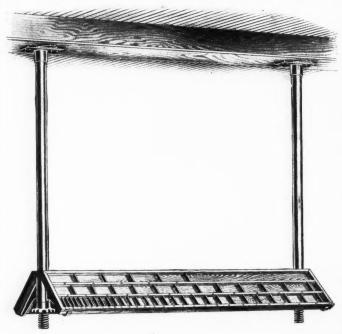
Samples upon request.

## Hampshire Paper Company

We are the only paper makers in the world making Bond Paper exclusively South Hadley Falls, Mass.



# Hamilton's COMPOSING-ROOM FURNITURE



is brushing the cobwebs from antiquated composing-rooms throughout the world.

No printer since the day of Gutenberg has enjoyed such opportunities as are now available in the way of spacesaving and labor-saving composingroom furniture.

## Modernized composing-room furniture without cost.

The saving occasioned in the course of a single year's business will pay the entire cost of installation.

This result has been so frequently accomplished and acknowledged by our customers through the testimonial letters which have appeared in connection with our advertisements that we do not believe any reasoning printer will question the statement.

And right here we come back to the pertinent question:

What would a saving of 50 per cent in floor space and 331/3 per cent in labor mean to you?

### HANGING COLUMN RULE BANK

This bank is for the convenience of the make-up man and should be attached to the ceiling directly over the make-up stone. It will be found of great convenience in newspaper offices, where every minute that can be saved in the time of the make-ready is of the greatest importance.

The bank is double-faced, the same lengths of rule being accommodated on both sides. However, each side could be made to accommodate different lengths if required

A convenient way of using a bank of this kind is to put column-rules on one side and metal furniture or leads and slugs on the other side.

The illustration shows a bank divided to take columnrules in lengths varying by half picas from 3½ to 10 picas, inclusive, and from 10 to 42 picas, varying by single picas, with an extra long blank space for odd and full length rules.

The supporting pipes should be cut to meet the requirements and to bring the bank to a convenient working height. The ends of the supporting pipes are threaded, so that the bank can be raised or lowered to the extent of 6 inches.

As ordinarily made, the bank is 72 inches long and 12 inches wide on each side; made for one tier of column-rules, the compartments being about % inch deep.

These banks can be made in any size desired, and prices and drawings will be submitted on receipt of specifications.

#### LIST PRICE

For 72-inch bank, double-faced, 12 inches wide:

Brass-lined		 	<b>50.00</b> Less usual discounts.
Zinc-lined		 	60.00 Less usual
All wood,	unlined.	 	50.00 ) discounts.

A word to us or to your nearest supply house will bring an expert to your establishment, who will show you what can be accomplished in YOUR plant. It will be up to us to show you possible results.

If you are interested in this vital question of composing-room equipment, send for a copy of "Composing-room Economy." It shows the floor plans and tells graphically of the results accomplished in more than thirty representative plants.

We are interested in the question of Modern-sized Furniture and we would like to have your representative show us a floor plan of our composing-room as you would rearrange it, with a view too ur installing such furniture as you can show us would soon be paid for in the saving accomplished.

Have you a copy of "Composing-room Economy"? . . . . . .

## THE HAMILTON MFG. CO.

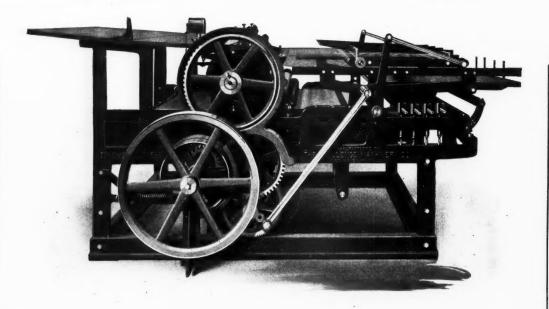
Main Office and Factories . . TWO RIVERS, WIS. Eastern Office and Warehouse . . RAHWAY, N. J.

ALL PROMINENT DEALERS SELL HAMILTON GOODS

A VALUABLE LINE GAUGE, graduated by picas and nonpareils, mailed free to every inquiring printer.







## A Simple Statement of Facts

In pushing the sale of the **Stonemetz Two-Revolution Two-Roller Cylinder**Press we are making no extravagant claims. The simple statement of facts concerning its construction, coupled with the actual performance of the presses now in daily use, are the only arguments necessary to keep the demand ahead of the supply.

¶ Simplicity is the key-note of Stonemetz success—reduction in the number of parts and elimination of complicated mechanism enable us to produce an efficient, medium-priced two-revolution press. The price is right—fixed by the actual cost of production—and liberal enough to insure high-class workmanship and material.

¶ The Stonemetz is built in three popular sizes — 25 x 33, 26 x 38 and 29 x 42 — furnished with printed-side-up (fly) or printed-side-down (carrier) delivery at the option of the purchaser. All of these presses will run easily at a speed of two thousand impressions per hour, and the quality of work produced will equal the product of higher-priced machines of the same class.

¶ We will be pleased to mail complete descriptive matter to interested parties upon request. Write to-day.

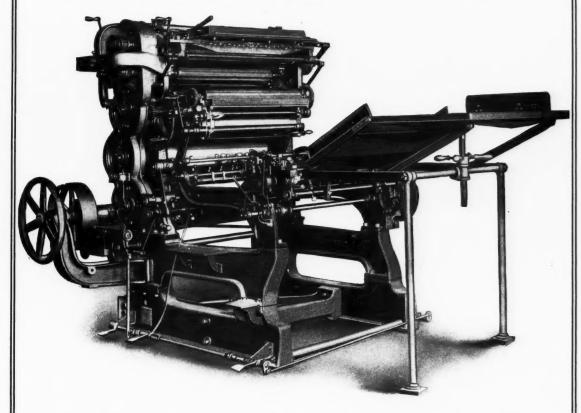
## The Challenge Machinery Co.

Grand Haven, Mich., U. S. A.

Salesroom and Warehouse, 194-196 Fifth Ave., Chicago

# **Every Offset Press a Harris**

in the States of Alabama, Arkansas, Florida, Georgia, Louisiana, North Dakota, Oregon, South Carolina, Utah, Virginia, Washington and West Virginia.



The above statement is significant when it is known that there are no States in the Union which boast any offset presses of any make in which the Harris is not represented largely. A good illustration of the ratio is shown in Missouri, in which State there are twenty-two offset presses of various makes, and seventeen of them are Harris. Do you want to be shown?

## THE HARRIS AUTOMATIC PRESS CO.

CHICAGO OFFICE Manhattan Building NILES, OHIO

NEW YORK OFFICE 1579 Fulton Hudson Terminal Building LABOR-SAVING

# **Kidder Machinery**

MONEY-MAKING

## ROTARY PRINTING PRESSES

MEAN

Large Output

First-class Work

Reduced Cost

Have you a difficult job on hand—one you can not turn out profitably on your cylinder presses? Let us know about it. We can help you. We can submit you particulars of a **Rotary Printing Press** that will handle your work in a manner thoroughly satisfactory and with profit.

## Kidder Press Co. Main Office Dover, N. H.

CANADA: THE J. L. MORRISON CO. TORONTO NEW YORK OFFICE: 261 BROADWAY

GIBBS-BROWER CO., Agents

GREAT BRITAIN: JOHN HADDON & CO LONDON

# For Profitable Summer Reading

Send to nearest selling house of the American Type Founders Company for their descriptive literature of the

## "Boston" Wire Stitcher

and be informed as to the superior features of this Superior Stitcher.

AULIE (SAULIE) (SAULI

MANUFACTURERS OF

LETTERPRESS AND LETHOGRAPHIC

CINCINNATI •NEW YORK •CHICAGO •ST LOUIS BUFFALO •PHILADELPHIA •MINNE APOLIS SAN FRANCISCO •TORONTO •HAVANA •CITY OF MEXICO •BUENOS AIRES •PARIS •LONDON

# What do you know about Zinc Plates?

Most zinc plates are sold at an absurdly high price. A&W Zinc Plates, any size. any style grain at 15c. per square foot, are backed up, every inch, by our reputation

your information is limited or hazy, you need

# Zincology

(THE BOOKLET THAT TELLS)

THE possibilities of printing from zinc are so very big that when we got into the subject, enthusiasm took the place of curiosity. We've put some of these pertinent facts into print so you can absorb them quickly.

> Obey that impulse and write for the booklet before your competitor does

IT'S THE PRINTER WHO DOES IT WHILE THE OTHERS ARE SAY-ING "IT CAN'T BE DONE," WHO SHAKES HANDS WITH SUCCESS

# THE AULT & WIBORG COMPANY

Cincinnati

New York Minneapolis City of Mexico

Chicago

San Francisco Buenos Aires

St. Louis Toronto Paris

Buffalo Montreal London **Philadelphia** Havana

# The PREMIER 5

# The Whitlock Pony

The High-speed Newspaper Press

## THE LATEST THE BEST

All leaders in their respective fields Let us tell you about them

#### AGENCIES

A G E N C I E S

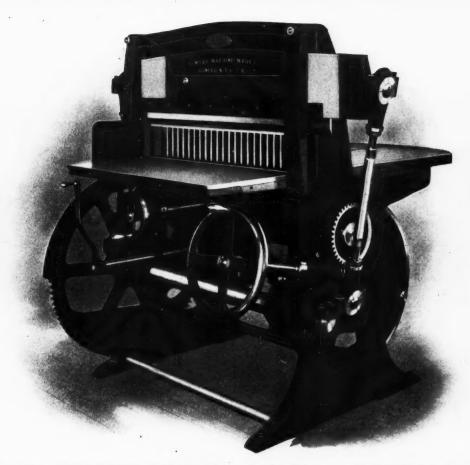
Chicago, St. Louis, Cleveland, Cincinnati, Detroit, Minneapolis, Kansas City, Denver, Los Angeles, San Francisco, Spokane, Seattle, Dallas—American Typefounders Co.
Atlanta, Ga.—Messis, J. H. Schroeter & Bro., 133 Central Ave.
Toronto, Ont.—Messis. Manton Bros., 105 Elizabeth St.
Halifax, N. S.— Printers' Supplies, Ltd., 27 Bedford Row.
London, Eng.—Messis. T. W. & C. B. Sheridan, 65-69 Mt. Pleasant, E. C. Sydney, N. S. W.—Messis. Parsons & Whitmore, Challis House, Martin Place.

## The WHITLOCK PRINTING-PRESS MANUFACTURING COMPANY

NEW YORK, 23d Street and Broadway Fuller (Flatiron) Building

BOSTON, 510 Weld Building, 176 Federal Street





## THE NEW SEMI-AUTO OSWEGO

and HEAVY TYPE BROWN & CARVER CUTTERS Enable About 30 Per Cent Greater Output with One-third Less Effort.

SOME USERS OF THIS STYLE ARE—PRUDENTIAL INSURANCE Co., Newark, N. J.; Buffalo Bank Note Co., Buffalo, N. Y.; Philadelphia Rapid Transit Co., Philadelphia, Pa.; Herald Publishing Co., Cleveland, Ohio; Yawman & Erbe Mfg. Co., Newmarket, Ont.; California Card Mfg. Co., San Francisco, Cal.

This pictures only one of the **ninety** sizes and styles of cutters that are made at Oswego as a specialty. Each Oswego-made cutter, from the little 16-inch Oswego Bench Cutter up to the large 7-ton Brown & Carver Automatic Clamp Cutter, has at least three points of excellence on Oswego Cutters only. Ask about the Vertical Stroke Attachments for cutting shapes.

It will give us pleasure to receive your request for our new Book No. 8, containing valuable suggestions derived from over a third of a century's experience making cutting machines exclusively. Won't you give us that pleasure?

## OSWEGO MACHINE WORKS

NIEL GRAY, JR., Proprietor

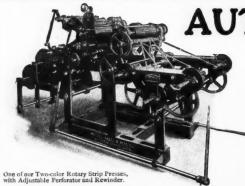
Main Office and Works, OSWEGO, N. Y.

NEW YORK BRANCH, 150 Nassau Street

W. S. TIMMIS, MANAGER

CHICAGO BRANCH, 241 Monadnock Block

J. M. IVES, MANAGER



**AUTOMATIC PRESSES** 

BED, PLATEN OR ROTARY

for producing finished products in one operation

=WE ALSO MANUFACTURE=

SLITTERS-For All Classes of Roll Products. TOILET ROLL PAPER MACHINERY—Hard or Soft Rolls SPECIAL PRESSES—Designed and Built to Order

MEISEL PRESS & MFG. CO.



## **HOOLE MACHINE & ENGRAVING WORKS**

29-33 Prospect Street

111 Washington Street

BROOKLYN, N. Y. =



"HOOLE" Hand Pallet and Stamping Press

Manufacturers of

End-Name, Numbering, Paging and Bookbinders' Machinery and Finishing Tools of all kinds.

"Imitation is the Sincerest Flattery"

FOR OVER TWENTY-FIVE YEARS OUR

# \$1.00 Insurance Policy

Has stood at the head of all Job Inks for printing on hard-surface papers, drying quickly with a gloss, and not offsetting. Other houses have tried unsuccessfully to imitate it, but our process of making this Ink makes it unqualifiedly the Finest Grade of Job Ink on the market.

On receipt of one dollar we will forward by express prepaid one pound to any part of the United States or Canada.

#### FRED'K H. LEVEY CO.

FRED'K H. LEVEY, President CHAS. E. NEWTON, Vice-President

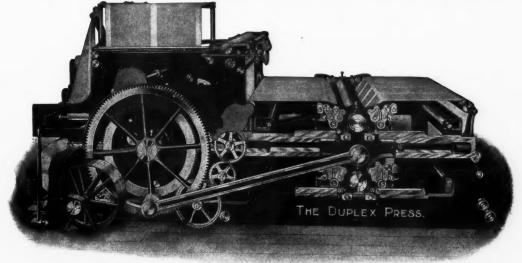
CHAS. BISPHAM LEVEY, Treasurer

Manufacturers of bigh Brade Printing Inks

NEW YORK, 59 Beekman St. SAN FRANCISCO, 653 Battery St.

CHICAGO, 357 Dearborn St. SEATTLE, 411 Occidental Ave.

## THE DUPLEX



#### Flat-Bed Web Perfecting Newspaper Press

Prints 5,000 to 6,000 per hour of either 4-, 6-, 8-, 10-, or 12-page papers WITHOUT STEREOTYPING

#### IN USE THROUGHOUT THE WORLD AND THE DEMAND CONSTANTLY INCREASING

Kingston, Jamaica, Gleaner
Twin press; third purchase
Grand Junction, Colo., News
Launceston, Tasmania, Telegraph Habana, Cuba, El Triumfo Twin pres

Quebec, Que., La Vigie Quincy, Mass., Ledger Davenport, Iowa, Der Demokrat 12-page

12-page
Aberdeen, Wash., World
Freeport, Ill., Standard
Cobalt, Ont., Nugget
12-page
Appleton, Wis., Volksfreund
Moundsville, W. Va., Echo
Greenville, S. C., Piedmont

10-page Mexico, D. F., Luis M. Rojas Salina, Kan., Union Toronto, Can., Ontario Press, Ltd.

Toronto, Can., Onlario Press, Ltd
10-page
Fremont, Neb., Tribune
Laporte, Ind., Argus-Bulletin
Clarksburg, W. Va., Telegram
12-page
New York, N. Y., Trade Record
Buenos Aires, S. A., Herald
12-page

Duenos Aires, S. A., Herald 12-page Norwich, N. Y., Sun Coshocton, Ohio, Tribune Great Falls, Mont., Tribune Twin presses
Bakersfield, Cal., Californian

Flushing, N. Y., Journal Spartanburg, S. C., Journal 10-page Milwaukee, Wis., Times Enid, Okla, Eagle Shamokin, Pa., Dispatch 10-page

Lake Charles, La., American-Press Bartlesville, Okla., Enterprise Towanda, Pa., Review 10-page

#### SOME of OUR RECENT CUSTOMERS

Marshall, Mich., Chronicle Ottawa, Kan., Republic Albany, Ga., Herald 10-page

Lawrence, Kan., World Lawrence, Kan., Journal
Dunkirk, N. Y., Herald-Advertiser
10-page

10-page
Berlin, Ont., News-Record
Ogdensburg, N. Y., News
Ogdensburg, N. Y., Republican & Journal
10-page
Durham, N. C., Sun

Gary, Ind., Post Olean, N. Y., Times 12-page

Vera Cruz, Mex., La Opinion Corpus Christi, Tex., Caller Hazleton, Pa., Plainspeaker

10-page Sherman, Tex., Democrat Urbana, Ohio, News Habana, Cuba, Diario Español

Columbia, Mo., Tribune Columbia, Mo., University Missourian Butler, Pa., Citizen
10-page

Modesto, Cal., Herald

Modesto, Cal., Herald Brownsville, Tex., Herald Beloit, Wis., Free Press 10-page Wichita Falls, Tex., Times Chihuahua, Mex., El Correo Missoula, Mont., Missoulian

New York, N. Y., Glas Naroda Kearney, Neb., Hub 12-page

Aberdeen, S. D., Freie Presse Bradford, Pa., Star 12-page Galt, Ont., Reformer

Cordova, Argentine, S. A. 12-page Beloit, Wis., News Centralia, Ill., Sentinel

#### OUR CUSTOMERS WRITE OUR ADS

DUPLEX PRINTING PRESS CO. BATTLE CREEK MICH., JULY 1, 1910

LONDON ADDRESS: LINOTYPE & MACHINERY, Ltd., 188 FLEET STREET

# "Globetypes" Electros From Halftones

The Best the World has Ever Seen

The evidence of a "Globetype" from a 400-line halftone (160,000 dots to the square inch) printed with the original for comparison, is yours for the asking.

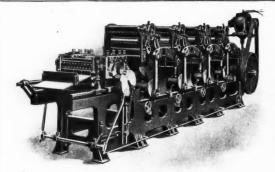
## SGLOB E ENGRAVING & CON PAN T

407-427 Dearborn Street,

Chicago

We also make designs, drawings, halftones, zinc etchings, wood and wax entravings, but—we do no printing our scale of prices is the most complete, comprehensive and consistent ever in med. With it or pour destruction necessity for correspondence is practically eliminated. This adv. is printed from a "GLOBET YPE."

## From Roll to Finished Product



## The CASIMIR Printing-Press

PERFORMS THE WORK OF THREE OR FOUR MACHINES AT ONE OPERATION, taking paper from the roll and delivering the finished product, printed on either or both sides in as many colors as desired, numbered, perforated, slit, creased, gummed, folded, collated, rewound, sheared, etc.

The fastest and most economical printingpress in the world.

A few of the many advantages of the CASIMIR Printing-Press are:

PERFECT DISTRIBUTION OF INK, flat plates or type (not curved plates).

PERFECT REGISTER up to 8,000 impressions per hour.

BUILT ON THE UNIT SYSTEM, making possible the addition of extra sections or attachments at any time.

Adaptable to most any class of work; built in three sizes to fit all requirements; rigid and substantial construction; insures an unyielding impression and long life. Send to-day for catalogue and further details. If samples of work are sent, quotations will be made promptly.

CASIMIR VON PHILP COMPANY, Bethlehem, Pa., Manufacturers.

Sole Selling Agents West of and Including Cincinnati:

A. F. WANNER & CO. 340-342 Dearborn St., Chicago, Ill.

Sole Selling Agents East of Cincinnati:

ANDREWS & MARSH MFG. CO. 540 Pearl St., New York

## Nothing but Seybolds



Chirago December 27th, 1909.

The Seybold Machine Co.,

Chicago.

Gentlemen: -

Your letter of the 23rd at hand. In reply would say that we are using in our Chicago Factory three of your 64 inch and two 74 inch Seybold Automatic Cutters. In fact we have no other kind in our factory. We also are operating two of your machines at our Anderson, Ind. Factory.

We are very much pleased indeed with your new 74 inch machines which we have more recently installed. The clamping device is very satisfactory, and we have had the pleasure of recommending your machines to various parties.

With kind wishes and the compliments of the season, we remain,

JEC+ED



A condition that prevails pretty generally in plants where Seybold Cutters are once given an opportunity of demonstrating their peculiar fitness and numerous superior qualities.

The Seybold Twentieth Century Cutting Machine is the embodiment of strength and rigidity.

Eight hundred users proclaim it mechanically correct. It has in addition to a very efficient automatic brake the Seybold Patented Locking Device which doubly insures the knife remaining up after the clutch is released. No such device is to be found on Cutters of other makes.

Our booklet "TESTIMONY" is interesting. Let us send it.

#### THE SEYBOLD MACHINE CO.

Makers of Highest Grade Machinery for Bookbinders, Printers, Lithographers, Paper Mills, Paper Houses, Paper-Box Makers, etc.

Embracing - Cutting Machines, in a great variety of styles and sizes, Book Trimmers, Die-Cutting Presses, Rotary Board Cutters, Table Shears, Corner Cutters, Knife Grinders, Book Compressors, Book Smashers, Standing Presses, Backing Machines, Bench Stampers; a complete line of Embossing Machines equipped with and without mechanical Inking and Feeding devices.

Home Office and Factory, DAYTON, OHIO, U.S. A.

BRANCHES: NEW YORK, 70 Duane Street; CHICAGO, 310 Dearborn Street. AGENCIES: J. H. SCHROETER & BRO., Atlanta, Ga.; J. L. MORRISON CO., TOTONTO, Ont.; TORONTO TYPE FOUNDRY CO., LTD., Winnipeg, Man.; KEYSTONE TYPE FOUNDRY OF CALIFORNIA, 638 Mission St., San Francisco, Cal.; VENNEY PRINTERS SUPPLY CO., 150 S. Ervay St., Dallas, Tex.

## **WARNING!**

IS WELL KNOWN throughout the newspaper world, we recently brought out a Stereotype Rotary Press of such novel construction and superior advantages that it at once attracted universal attention and secured the once attracted universal attention and secured the general approval of newspaper publishers. This press is now in use in a large number of important offices throughout the country, including the New York World, the New York Journal of Commerce, the Toronto World, the Milwaukee Daily News, the Richmond Times-Dispatch, the Vancouver Province, etc.

A close imitation of this machine is now being advertised by R. Hoe & Co., of New York. Our machine is fully protected by United States Patent No. 814,510, issued March 6, 1906, and by other patents belonging to us, and in order that no one may be unwittingly misled,

#### We Hereby Give Public Notice

that any party purchasing and using this or any other imitation of our press would at once become liable to prosecution as an infringer.

Having given this full and timely warning, we shall protect our rights.

#### Duplex Printing Press Co. BATTLE CREEK, MICHIGAN

June 24, 1910

## In the Print-Shop **Peerless Motors**

reign supreme for all kinds of service, being made especially for "print-shop" endurance and economy.



Our Friction Drive is an attractive proposition in point of space, and the insurance of steady and accurate service. Our motors are built to meet the requirements of any size press Tell us what presses you contemplate equipping and we will advise you by return mail what it will cost you. Ask for our illustrated catalogue, plans of selling, prices, etc. Built for direct current only.

#### THE PEERLESS ELECTRIC CO.

Factory and General Offices, WARREN, OHIO

CHICAGO, 226 West Superior St.

NEW YORK, 43 West 27th St.

## The Proof Press to take all your Proofs



OST of the proving devices which have been on the market in the past have been adapted to only certain classes of proofing and consumed considerable time in operation. The **Potter Proof Press** will prove every class of matter—galley matter, page matter, cuts, half-tones, and even the most intricate three-color and presswork. In the Potter Proof Press we have applied the principles of a cylinder press, for hand operation-with all the many advantages, such as gripper feed, impression trip, continuous register rack, etc.—enabling you to take a proof more quickly than by any other method, better than has been heretofore possible. The Potter Proof Press is built in two convenient sizes, namely  $10 \times 25$  and  $16\frac{1}{2} \times 25$ 

Catalogues and samples of work done on the machine will be mailed promptly on receipt of request.

Sold by Typefounders and Dealers everywhere

MANUFACTURED BY

A. F. WANNER & CO. 340 - 342 Dearborn Street, Chicago, Ill.



The overlay used on this cut is .008 in solids, .0055 in floor tone, .0035 in dark wall tone, .0025 in light wall tone and .001 in high-light.

## This is the Same Cut

That was supposed to have been printed with a

## **Patent Metallic Overlay**

on page 525 last month

■ Owing to an oversight in the press room the "Metallic" Overlay was not used and the cut was printed with a "hand cut" overlay.

C". Hand cut" overlays require more time in the making than "Metallics."

**C**,It is vital to your business to know which produces the best illustration from the same cut and paper.

**C.** Compare this illustration carefully with the same cut on page 525 of the July issue of The Inland Printer and see if you can afford to run your plant without Patent Metallic Overlays.



Chis vignetted cut ran from June, 1909, to June 1910, inclusive, in the advertising pages of the "INLAND PRINTER" with a Patent Metallic Overlay, this being the fourteenth issue of over 17,000, or a total of approximately a QUARTER OF A MILLION IMPRESSIONS

## METALLIC OVERLAYS

Are fully covered by U. S. Patent No. 765,574

HE price of the "Cylinder" outfit complete, is \$145.00 f. o. b. Chicago, and it is capable of producing all the overlays for practically any size plant. There is also a smaller outfit which we call the "Pony," that will make overlays up to 10½ x 14 in., and is suited to the small printer doing a moderate amount of half-tone work on one or two cylinder presses, at \$60.00 f. o. b. Chicago.

The annual royalty charge for the use of the patented process is \$1.00 per platen, \$5.00 per flat bed cylinder and \$10.00 per web press, covering every press in a plant.

Look at the other side of this sheet, make comparison as suggested and then install it at once.

The finer details of a "Metallic" cannot be produced by hand, regardless of the time consumed.

A discount rate is made where life license is paid in advance.

A special discount of 10% on August, 1910, outfits and licenses.

Get in the outfit and process at once and be ready for Fall business.

There is Profit in Quality Produced by "Metallics"

Gilbert, Harris & Company
158-164 East Harrison Street, Chicago, Illinois

THE FLAT IMPRESSION is the only scientific way to pull proofs, therefore, the only correct way. You can settle the Proof Press Question permanently by installing a Shniedewend Printers' Proof Press, because it insures absolutely uniform impressions—proofs as good as press proofs—proofs (results) that can not be obtained by any other method.

The new Rack and Pinion Bed Movement is a valuable feature of the Shniedewend Press. The Tympan-on-the-Platen Device is a great time-reducer on any hand press.



PERFECTION can only be gained through a perfect method. The interchangeable feature of the Reliance Lever Paper Cutter insures a machine nearest perfection, because it is a perfect mechanical method. This means the "Reliance" is built from correct principles which give it stability, rigidity, simplicity, accuracy and ease in cutting—results desired by all wide-awake printers.

Write for Circulars, giving prices and sizes of these machines, direct to the manufacturers

Paul Shniedewend & Co. 627 W. Jackson Blvd., CHICAGO, U. S. A. OR TO YOUR DEALER

IT IS A POSITIVE FACT that the "Reliance" is the only recognized Photo-Engravers' Proof Press the world around, because it is the heaviest, most powerful, most durable and most dependable proof press on which to pull perfect proofs of half-tones and other cuts.

Also sold by Williams-Lloyd Machinery Co., Geo. Russell Reed Co., Toronto Type Foundry Co.





## SULTAN COVER





IN SULTAN COVER you will find the ideal covering for your catalogue. There are twelve rich colors from which to make a selection. The fabric is firm, tough and durable so that it will both protect and preserve the enclosed text pages.

WRITE ON YOUR BUSINESS STATIONERY REQUESTING BOOK OF SULTAN COVERS.

NIAGARA PAPER MILLS LOCKPORT, N. Y.



Which Wins Higher Wages and Improved Conditions

A Cleveland compositor was working (with occasional lay-offs), for the scale of \$18 a week.

He took the I. T. U. Course, and subsequently a Chicago employer offered him steady employment at \$25, and more on top of that if he "fitted in."

The erstwhile "scale" compositor replied that he was getting more money in a small Ohio city, was practically his own boss, and so the offer was not alluring.

This compositor has no illusion as to cause of the change from hunting a job at the scale to being hunted by a job at 40 per cent more than the scale. He attributes it to the I. T. U. Course. In a letter to a Chicago friend, he says:

"I may be in Chicago this summer. If so, the I. T. U. School will be the first place I shall visit, for my success during the past two years I owe to the I. T. U. Commission."

Is there need to say more? Why shouldn't you get into this student's class? Send postal for information to

#### THE I.T. U. COMMISSION

120 Sherman Street, Chicago, Ill.

Sold for less than actual cost — \$23 for spot cash, or \$25 in installments of \$2 down and \$1 a week till paid. Each student who finishes the Course receives a rebate or prize of \$5 from the International Typographical Union.

## It gives double wear where necessary—

To fully appreciate the real TYMPAN, you should ask us for free samples; then compare our specially manufactured TYMPAN and satisfy yourself of its super-strength.

#### Swederope Platine Tympan

is a product made up from a knowledge of what the printer requires, is made to wear where the wearing qualities are important.

Detroit Sulphite Pulp & Paper Co.

Makers of Papers of Strength

DETROIT . . . . . . MICHIGAN



### SPRAGUE ELECTRIC MOTORS



The MOTORS THAT MOST PRINTERS USE

The perfection of design and the thoroughness of construction have made the Sprague Electric Motors universal favorites for driving printing presses, stereotyping and electrotyping machines, cutters, folders, stitchers, Linotype and Monotype machines, etc. They do the work with economy and precision and are used extensively throughout this country and abroad.

Sprague Electric Motors are within the limits of the most conservative expenditure. They will reduce your power expense 15 to 50 per cent. Call us or write.

Bulletin No. 2294 shows a great variety of industrial applications. Some of them may contain ideas for you. Send for a copy.

#### SPRAGUE ELECTRIC COMPANY

527-531 West Thirty-fourth St., CITY OF NEW YORK BRANCH OFFICES IN PRINCIPAL CITIES

Nothing to make any one peevish about this Typecaster

## The Nuernberger-Rettig

Its Simplicity, Versatility, Practicability is making its installation noticeable among the leading establishments of quality printing

## It Has No Equal

TYPE, SPACES, QUADS, LEADS, SLUGS, LOGOS, QUOTATION QUADS, BORDERS CAST EQUAL TO ANY FOUNDRY

UNIVERSAL AUTOMATIC TYPE-CASTING MACHINE COMPANY 321-323 North Sheldon Street, CHICAGO

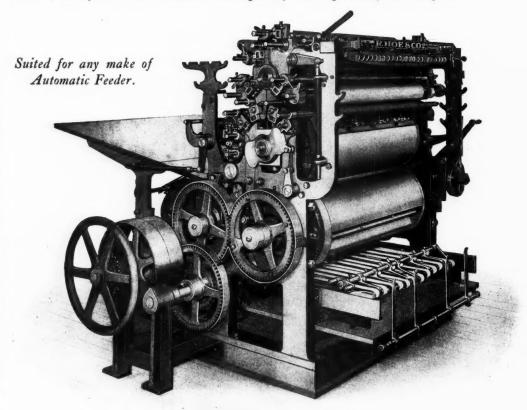
MERGENTHALER LINOTYPE COMPANY, SELLING AGENTS

## You take no risk with a HOE

Because **Hoe Presses** are practically indestructible and can be depended upon at all times to do the best work and give the greatest output in the most economical manner.

### The Hoe Rotary Offset Press

is no exception and stands without a peer, both as to mechanical accuracy and solidity of construction and quality and quantity of output.



It does the highest grade of color printing in absolutely accurate register, as well as the best commercial lithographic work and fine half-tone and type printing.

The impression is perfect and susceptible of the finest adjustment, the sheets are under positive control until delivery, and the automatic trip prevents spoilage.

The HOE OFFSET PRESS has every desirable convenience without any superfluous parts, and the mechanism is all on the outside, convenient to the operator, making the machine easily accessible for cleaning, working and adjusting. *Investigate It Now!* 

### R. HOE & CO., 504-520 Grand St., New York, N.Y.

7 Water Street Boston, Mass. 143 Dearborn Street Chicago, Ill. 160 St. James Street Montreal, Can. 109-112 Borough Road London, S. E., Eng. 8 Rue de Chateaudun Paris, France THE

## Waite Die and Plate Press

Noted for its superior quality of work, its strength and durability and its low cost of operation.

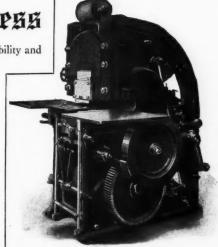
Will wear the die or plate less than any other die press.

The only die press which will give hair-line register at full speed.

#### THE LARGEST SIZE EVER BUILT:

The 6 x 10 inch is our latest success and has a greater capacity than any other power-stamping press ever made. It has every refinement of the smaller "Waites" and additional advantages. Prints in the center of an 18-inch sheet and is especially valuable for stamping box tops, catalog covers, photograph mounts, Christmas and fancy cards, check books with several on a page, calendars, etc.

Sizes...... 6 x 10, 5 x 9, 4 x 8, 3 x 5, 2 x 4 inch.



Size 6 x 10 inch.

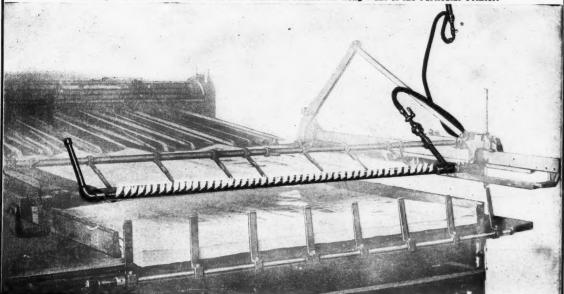
#### Auto Falcon & Maite Die Press Co., Ltd. Offices and Showrooms

160 ADAMS STREET, CHICAGO, ILLINOIS

Eastern Selling Agent S. P. PALMER, 346 Broadway, New York FACTORY DOVER, N. H. Pacific Coast Selling Agents GEO. RICE & SONS, Los Angeles, Cal.

### **Every Printer Should Know About This**

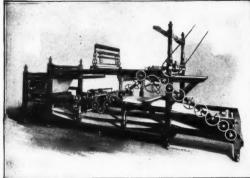
This Dispeller Has Made Good Wherever Used and Fulfills the Long Want of the Particular Printer.



There is scarcely a printer, who has not seen conditions in the pressroom, where on account of electricity in the paper, or atmospheric changes, it was absolutely impossible to work-and-turn a job without offsetting. Slip-sheeting has often been necessary in producing the printed job, when the expense for time and labor of such process was never taken into consideration in estimating. Write for full particulars, illustrated pamphlets, prices, etc.

KAY-KAY DISPELLER COMPANY, Dept. C

1322 Wabash Avenue, Chicago



Style "C"- Double-deck Ruling Machine

# HICKOK Paper-Ruling Machines Ruling Pens Bookbinders' Machinery

The W. O. HICKOK MFG. CO. HARRISBURG, PA., U. S. A.

ESTABLISHED 1844

INCORPORATED 1886



### **Every Customer Sells**

Peerless Patent Book-Form Cards to his friends, and, generally, to whomever he meets and gives a card. He often does it unconsciously, but always willingly and enthusiastically, and what is most significant to you, without cost for his services! An article which will widen its own market automatically, needs only to be known. We are making



#### Peerless Patent Book-Form Cards

known wherever magazines are read—wherever business cards are used. Let your people know they can get these cards at your printing-office, and this same expanding market, without the costly services of salaried salesmen, will be yours. It will not only add to your profits from card sales, but will enable you to sell more printing every month in the year at a greater profit, because the cost of getting it will be greatly reduced. Send to-day for sample of these cards. Detach them one by one. All edges are perfect, incredible as the statement may seem. They are unequaled, unique, and universally desired. Write to-day.

#### THE JOHN B. WIGGINS COMPANY

Engravers

Die Embossers

Plate Printe

7 and 9 E. Adams Street, Chicago

## **Suppose You Investigate By Examining Samples**

Attractive and effective advertising can be accomplished by the use of our highgrade blotting papers.

We manufacture for this special purpose a line of VIENNA MOIRE BLOTTING (in colors) and Plate Finish WORLD, HOLLYWOOD and RELIANCE.

Our **DIRECTOIRE BLOTTING** is a new creation in an absorbing novelty made up in most exquisite patterns, bound to interest you. These samples should interest the printing industry; prices are right; shipments made promptly.

## THE ALBEMARLE PAPER MANUFACTURING CO.

Makers of Blotting

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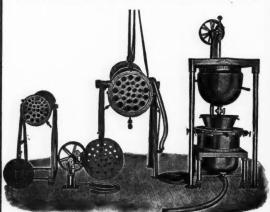
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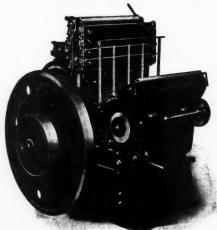
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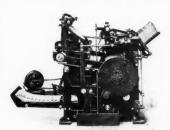
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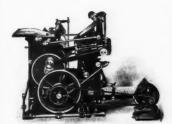
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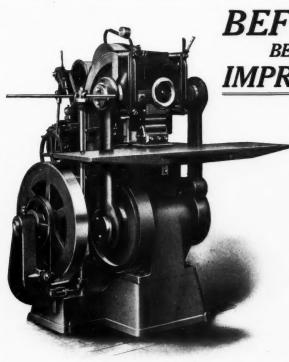
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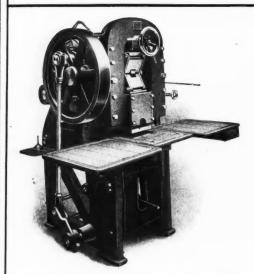
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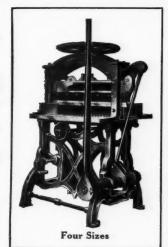
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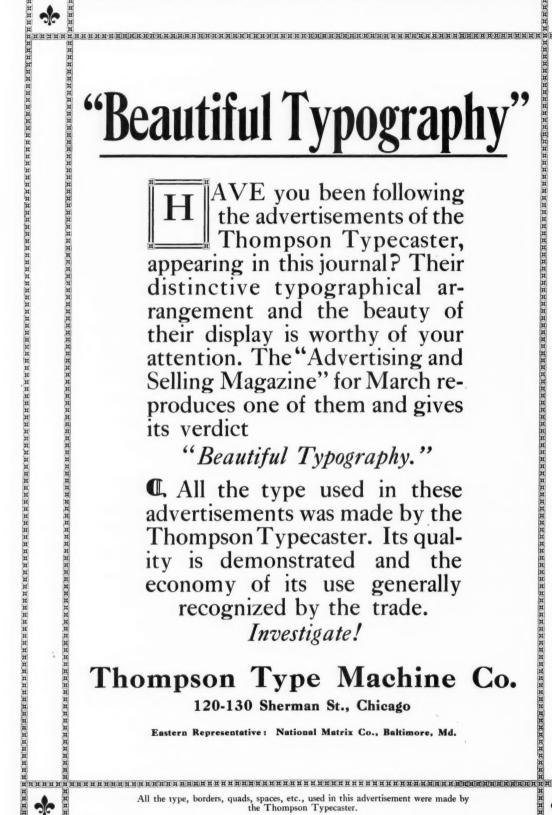
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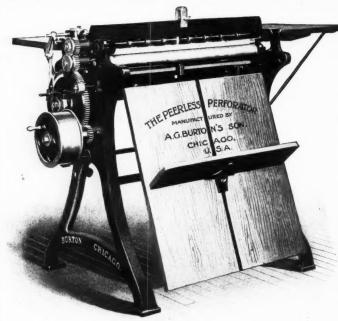
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The compositor who wants to look in at the money-making end of his trade should send postal for booklet "Machine Composition" and learn all about the course and what students say of it. Manipulation of THE JUNIOR LINOTYPE and THOMPSON TYPECASTER taught without extra charge.

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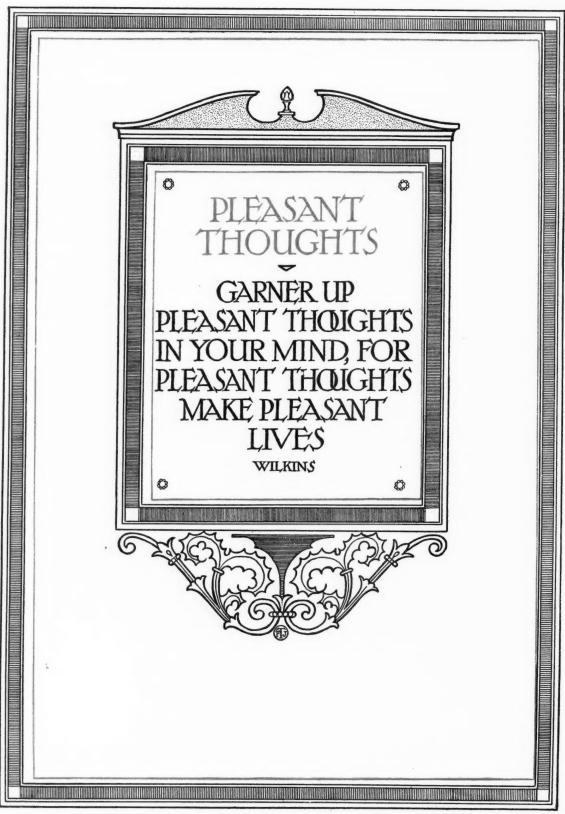
Mills at Tyrone, Pa.; Piedmont, W. Va.; Luke, Md.; Davis, W. Va.; Covington, Va.; Duncan Mills, Mechanicsville, N.Y.; Williamsburg, Pa.

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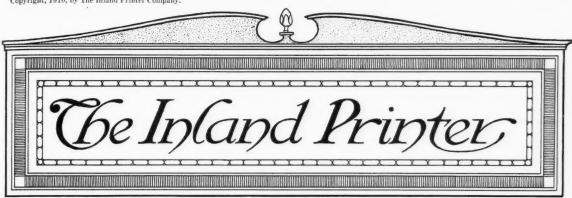
Style of Vessel		ARMOR Plate	MEAN DRAUGHT	GROSS WEIGHT	ACADEMY GRADE	Class and Index	
	16 10	Finest Bessemer		10,000 tons	A1 at Lloyds	23 33	1
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	22 16						1
	23 17	WILLIAM I L	ARTMAN, Preside	ant -		30 40 31 41	
	24 18 25 19		W. I. Hartman Com	pany and Ben Franklin	Club of Chicago:	31 41 32 42	
	26 20	"We are much p	oleased with the tabula	r composition done for a	us on the Chicago	33 43	1
	27 21	were recently	overtaxed. Although	the matter, owing to	the copy being	34 44	1 -
1	28 22	individual type	e, the Lino-Tabler syst	impossible for either ma em enabled you to pro	duce the work to	35 45	
	29 23	our satisfaction Progressive pr	n, both as to typograp inters interested in mi	hical appearance and p nimizing the cost of th	rompt completion. eir tabular output	36 46	
	30 24	will do well to	o fully investigate the	system which bids fai	r to revolutionize	37 47 38 48	
	31 25 32 26	26 H. Le TOUZEL, Foreman of Composing Room,  Wynkoop Hallenbeck Crawford Co., New York City:  "Your system is simplicity itself. There is unquestionably a great field for it					2
	33 27						2
	34 28						2
	35 29	from a tabular standpoint."				42 52	2
	36 29	ARTHUR S. D.	ALE, Supt. Dept. I	Machine Compositi	on,	43 53	
	37 30	The A. S. Gilman Printing Co., Cleveland, O.: "We have had several fairly exhaustive tests of your system and would say that					3
	38 31			e in Linotype work. W		45 55	-
. 11	39 32 40 33	think is a very	creditable piece of w	ork. We call your atte 2. These pages are con	ntion specially to	46 56 47 57	_
	11 34	standard Linot	ype machine, there not	being a single letter o	f case type used.	48 58	
	52 51		ngs are set right acros tionately spaced notwit	ss in complete slug; yohstanding."	ou will note they	49 59	
	53 52	CHARLES A S	STILLINGS, Super	intendent		50 60	3
	54 53		The Lord Baltim	ore Press, Baltimore, M.	d.:	51 61	-
- 11	55 54			time when every printi		52 62	
11	56 55 57 56		-		npinent.	53 63 54 64	
	58 57	WALIER B. D	AVIS, Trade Lino	typer, . New York City:		55 65	_
	59 58		Chicago Lino-Tabler C	ompany's method of tal		56 66	
III III	30 59	not have it yea		ver seen, and my only r	egret is that I did	57 67	
- 11	31 60	WYATT SHALL	LCROSS, Presider	nt.		58 68	4
	32 61		Shallcross Printin	g and Stationery Co., S		59 69	
13	62	" A most valuab	le and long-awaited au	xiliary to the Linotype	machine."	60 70	
	64 63 65 64	ACME TYPES	ETTING CO., Trac	le Linotypers,	***	61 71	
	36 65	" In our office ov		LaSalle Street, Chicago measure of eight-point		62 72 6 63 73	
U	37 66	was set per ei	ght-hour day for over	five consecutive days, interrupted changes in	no attempt being	64 74	
- 1	88 67	nection with ou	ir regular work. Fron	the Linotype composit	ion standpoint in	65 75	
- 11	68	perfection in t		stem up to the prese	nt, the acme of	66 76	5
	70 69	The Ch	icago Lino-Tabler Cos	npany will equip with	out charge	67 77	
	71 70	one or	more of the principal	machine composition b	atteries in	68 78	
	72 71 73 72 72 72 72 72 72 72 72 72 72 72 72 72			ties, Chicago excepted.  and kind of machines		69 79 3	
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111	5 74	German	y or Canada before Oc	tober; date to be annou	nced later.	72 82	
7	6 75	WILLIAM C. HOLLI		ASHTON G. STEVE	ENSON,	73 83	
	77 76		ent and Treasurer. I C. HOLLISTER, JR.,	Vice Presid	ent and Superintendent.	74 84	

The Lino-Tabler system enabled the operator to produce—in seventy-seven minutes—on a standard Linotype—not only every letter and figure above, but every rule, including cross-rules and border.



Designed and lettered by
F. J. Trezise,
Instructor Inland Printer Technical School and
I. T. U. Course in Printing.

Printed by
The Henry O. Shepard Company,
Printers and Binders,
130 Sherman street, Chicago.



Entered as second-class matter, June 25, 1885, at the Postoffice at Chicago, Illinois, under act of March 3, 1879.

THE LEADING TRADE JOURNAL OF THE WORLD IN THE PRINTING AND ALLIED INDUSTRIES.

VOL. XLV. No. 5.

#### **AUGUST, 1910.**

Terms \$3.00 per year in advance. Foreign, \$3.85 per year. Canada, \$3.60 per year.

#### UNCLE SAM'S NEW SCHEME FOR CUTTING PRINTING BILLS.

BY WALDON FAWCETT.



HE present policy of economy which has been introduced energetically in the executive departments of our national Government under the Taft administration has had as one of its most conspicuous features a reduction in governmental printing bills wherever possible. Decidedly the most ingenious scheme,

however, thus far presented for reducing expenses is now being inaugurated by the United States Treasury Department. This is nothing less than a plan for cutting in half the work of printing paper money for the use of the American people. This curtailment of production will be made possible by giving every piece of currency in circulation twice as long an active life as it has heretofore enjoyed, and this latter prolongment is to be accomplished by laundering and thereby rejuvenating the currency when it has become, through repeated handling, unfit for further use.

Under present conditions the United States Government prints and puts into circulation each year not less than two hundred and twenty million bills or pieces of paper money. Of course, this does not mean that there is a continual increase of the volume of money in circulation. On the contrary, that remains virtually stationary in aggregate value. The constant supply of new currency is made necessary by the rapid deterioration of the paper money when in active use, and thus there is maintained a constant rotation of new money going out to circulation and old money returning

to the Treasury for redemption and destruction. Under the system heretofore in vogue none of the paper money sent back to the Treasury as unfit for use was reissued, but was destroyed.

While it has been customary to refer to this currency sent back for redemption as "old money," it is not, in most instances, old in the sense that is synonymous with worn-out. Indeed, the average treasury certificate or banknote that comes to the Treasury for retirement had not been in service much more than one year and many of the bills have been in circulation a far shorter time. Now this currency is printed on a good grade of linen paper and the ink is brilliant and permanent, so that the treasury officials in quest of economies recently came to the conclusion that it was nothing short of wanton waste to destroy circulating medium that was not really impaired except in appearance.

A few months ago the Secretary of the Treasury appointed a special committee to thoroughly investigate the whole matter, and this committee, as the result of exhaustive practical experiments, has reported that ninety per cent of all the currency sent back to the Treasury for redemption can be given a new lease of life by simply washing or laundering the money. As a result of these findings the experimental plant which has been installed at the United States Bureau of Engraving and Printing will be elaborated into a pretentious money laundry, with a capacity for handling thousands of notes per day and effecting for the Government a saving in printing bills possibly reaching a total of more than \$1,000,000 a year.

The experiments made indicate that the inks

with which the bills of high denomination are printed may operate against the successful washing of these bills, but it has been demonstrated that the \$1, \$2 and \$5 bills, which form the great bulk of circulation, can be laundered successfully. Moreover, tests have shown that the laundry process does not in any way impair the strength or other physical characteristics of a piece of currency, and there is no reason why a bill should not be laundered repeatedly. The cost of printing paper money to replace the discarded currency averages \$1.35 per one hundred bills. The bills can be laundered at an expense of not more than 1-10 of a cent each, and the government officials are inclined to believe that Uncle Sam can operate at a total expense of \$20 per day a money laundry



MOTOR-DRIVEN CURRENCY WASHER AT UNITED STATES TREASURY.

that will freshen up the passé money at the rate of one hundred thousand bills per day.

Under the process employed the dirty money is first washed with soapsuds formed from a good potash soap and then, following a rinsing in warm water, is subjected to a bleaching process which, by the way, requires the exercise of considerable care in order that the bills may not be injured. Then the washed money is dried by artificial heat, after which comes what might be termed the "starching" of the money, namely, its passage by machinery through a bath of glue, alum, etc., which supplies "sizing." Finally, the bills are packed between heavy cardboard and "ironed" by a huge press, from which they emerge with all the crisp appearance and the crackle of new-made currency. It may be decided to sterilize the bills in conjunction with the washing, but this is a point on which a definite decision has not been reached.

Written for THE INLAND PRINTER.

#### LANGUAGE WHIMS AND FALLACIES.

NO. VII .- BY F. HORACE TEALL.



T would be very difficult, if not impossible, to decide what phase of human experience is most subject to differences of opinion, and especially so with reference to formal matters of any kind; but beyond question language is as liable as anything to legitimate differences.

Everybody knows this, and almost everybody might easily think it supererogatory for any one to bother about it. Probably all that ever can be said will not avail to lessen the variety of possible decisions, all based upon the same foundation. Yet much may be accomplished by impartial consideration of differing usage, especially toward reaching a consensus of determination of many questions of form, and even in some cases where very little real choice exists.

When so many different decisions are amenable to reasonable support, and especially to authoritative support, no means is apparent by which any one of them can be established to the exclusion of any other. In the cases where some one practice can be shown to be more logical than any other, or really better in any way, that practice may fairly be expected eventually to prevail. What is principally in mind here is not choice of words or manner of associating them, but all sorts of questions involved in determining printers' style. We shall get more satisfactory results from examining some different methods, in comparison, than in any other way.

A work that presents many pertinent points is Lippincott's Gazetteer. Names of places are spelled as variously as any names may be, and we should expect a large list of such names to show many arbitrary differences. The work does not disappoint us. Only a few names need be instanced, with the remark that they merely represent a list that might include thousands. Nine creeks and one village have each the name Cedar Creek and eight villages are each named Cedarcreek; the same difference is shown in Deer Creek and Deercreek, and in each place where there is opportunity for it. More noticeable even than this is the variation in possessive names, some with and some without apostrophe.

One would naturally think that these arbitrary differences must arise simply from corresponding difference in practice, and that the makers of the book must have put on record the form found in use in each case. But that brings out the object

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of our criticism, in the fact that other books supposed to do the same thing show other variations. For instance, while Lippincott's gives Deerlodge as the name of a county and a town in Montana, Webster's Dictionary has Deer Lodge. They can not both give only the right form of the name. Very little importance may properly attach to the question which is right in the particular instance, but the principle involved is far-reaching, as many places are named similarly.

Every similar work is open to similar criticism, and no such collection could be made so as to escape it. But they might all be made eventually almost free from one point of vulnerability, though probably they never can be quite so. At some time

In Lippincott's Gazetteer there is the name Browns Valley for a village. In the Universal Cyclopedia this is Brown's Valley. Lippincott's has Camel's Hump, and the Standard and Webster's dictionaries have Camels Hump. Among the decisions of the Board of Geographic Names are Buzzards Bay, Governors Island, and Marthas Vineyard. In Lippincott's each of these names has the apostrophe, but the two dictionaries omit it in each instance, except that the Standard has Martha's Vineyard. It is a matter of positive knowledge to the writer that the dictionary-makers definitely accepted the decisions of the board mentioned, except that the Standard editors could not brook their form in the one case, and so



"IRONING" LAUNDERED CURRENCY BY PASSING IT THROUGH A POWERFUL PRESS.

we may find the various authoritative lists showing a nearer approach to agreement among themselves, even if they must preserve arbitrary differences among the names given; that is, they may show fewer instances of differing forms for the same name.

Our faultfinding is becoming tiresome even in the writing, and yet we are striving for a general gain through it, which does not seem attainable without even a little more of mere criticism. But let us understand that it is not any single book or author that is criticized, but rather the circumstances that render them all alike amenable. This would be most effectively done by exemplifying the weaknesses of all or many, separately; but that we can not do. One or two striking examples must suffice.

departed from their rule. Why omission of the apostrophe in that name seemed worse to them than omission from any other name is beyond guessing, as it is also why any one should make any such difference.

The only reason the writer knows for omission of the apostrophe is a notion that it does not look nice. Unfortunately, this is a kind of reason that always secures attention and acceptance, no matter how fallacious it may be. In the present instance the effect is strengthened by the fact of decision by a body of men as authoritative as any such body can be. Yet the writer wishes to be plainly understood as asserting the strongest possible dissent from these decisions. To him, as he has said before, the apostrophe is beautiful rather than unsightly in its proper use. Browns

is plural, and Brown's is possessive, and such is the only way to make a difference in form that shows a difference in nature well worth while to show. The writer can see nothing but foolishness in allowing such distinction to be lost.

A practical question here is, How shall the proofreader handle such matters? Plainly, there is ample support for varying uses, so that an author or editor who makes a deliberate choice



SIZING LAUNDERED CURRENCY.

should be allowed his full freedom of choice. When such choice is clearly shown in copy, the only safe procedure is to follow copy. If a definite authority is desired, it would be wise to have a full gazetteer at hand and to use it as closely as possible. Of course, sometimes the proofreader is allowed to influence the choice of forms and styles, and then is his opportunity to show peculiar fitness. Generally, however, in these as in various other matters, the best peculiar fitness consists in doing what is known to be nearest in all respects to the desire of those for whom the work is done, not in combating their desire and striving to make as much change as possible.

Proofreaders who can control or influence the choice of forms in these names, if they desire to use that influence to the best effect, will preserve the apostrophe in all possessive names except those that take the one-word form, like Brownsville, in accordance with the reason expressed above.

(To be continued.)

Toil, feel, think, hope; you will be sure to dream enough before you die, without arranging for it.—J. Sterling.

Written for THE INLAND PRINTER.

#### MINIMIZING THE COST OF PRODUCTION.

NO. 11.— BY S. N. W.



HAT will constitute exactly the right amount of material for the vastly varying needs of a printing-office, dealing as they do with a most heterogeneous collection of jobs, widely divergent in character and in the amount of material necessary to accomplish, is a matter

that can not be accurately, nor even approximately, estimated, and this being such an uncertain and undeterminable quantity, has lent support to the belief that inadequate material is the most prominent factor of fault in print-shop management, for there is no decisive way of telling how far it is right. To the workmen themselves this is the most visible defect they have to contend with, consequently many evils are allotted to lack of material that properly belong in another category.

As a matter of fact, there are influences of a more covert nature which play a part in profitable production quite as important, though not so prominently in view, as the supply of material, and a proper effort at ascertaining and minimizing the cost of production will give incomplete returns unless it takes these influences into consideration. These "unseen foes," having been so long neglected, need all the more prompt attention, and it will be found that it is to them that many of the physical defects about a shop owe their existence.

The benefits of a wise and equitable apprenticeship system, if it could be expressed in dollars and cents, would be a revelation. The proper treatment of an apprentice has a dollars' and cents' value of immense proportions to every employer, but often it is not given proper consideration because it does not appear in physical relief upon the ledger. Nevertheless, it is there, though bookkeeping will not show to what extent, and, more important still, upon which side. The effects of apprenticeship regulation are so farreaching that they could be elaborated upon at great length, and it is an omen of good that the question is being taken up with an interest to which its importance entitles it. Every apprentice is an embryo printer, and it should be apparent that his early training will determine his future ability to a notable extent. Proper teaching at the start will influence his entire career and enable him to produce at the minimum cost because of his correct knowledge, and because of his interest in his work and the love for his trade which has been cultivated and encouraged. A proper treat-

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ment of the apprentice will mean more certainly a portion of the item of labor cared for in the future, an item more important to be looked after than the depreciation of material, etc., so carefully noted in the invoice. Too many shops are seemingly inclined to confuse the term "apprentice" with that of "errand boy." Perhaps the appellation of "devil," which is generally conferred upon the boy, and a word never commonly associated with things we are apt to prize and covet, is responsible for the lack of appreciation of his worth and the lack of interest which should be taken in his instruction. Be that as it may, the end of the first year frequently finds the boy no farther advanced than when he entered the shop, but, on the contrary, disheartened by the shattercome without coaxing. The printing business is essentially a manufacturing business, with some distinct peculiarities found in no other business, but, as in all manufactured products, labor is the chief item of cost that enters into the conduct of this business. But in many shops scant attention is paid to this item, other than that the laborer shall prove worthy of his hire, and that, on the other hand, there shall be enough cash available to have the pay envelopes ready each week. While these things are very good and acceptable to the respective parties concerned, they are not the most important things to be had nor expected from either side.

That proprietor who studies his men and their work for their abilities as well as their defects,



PACKING LAUNDERED CURRENCY BETWEEN CARDBOARD, FOR " IRONING."

ing of his typographical dreams and the monotonous performance of the shop's meanest labors, with no immediate hope in sight. If the field of printing covered all the area embraced in the miscellaneous duties assigned to an apprentice, its latitude would be extensive in the extreme. Proper treatment of the apprentice, in his early career especially, will breed an interest in and a love for the art preservative, and an admiration for his employer that will be markedly manifest in the results of his labor.

While it is an apt expression that it is the little things in life that count, and a proverb that if we save the pennies the dollars will take care of themselves, it does not follow that the big things do not need attention, nor that the dollars will not for the seeming pleasure of criticizing and finding fault, but rather that he may know the defects so as to apply the correct remedy, who engenders among his workmen a striving for greater efficiency, who encourages individual initiative by so little as a word of compliment or so much as an increase in salary, will find the good effects therefrom posted on the credit side of his ledger in the yearly balance. Perhaps it will not stare at him with the force of that item of \$150 for new material, but it is there, just the same, and its presence represents a greater and wiser effect on the conduct of the business. Just as the man who can get capacity work from a machine without injuring it is realizing the most from his investment, even so is that proprietor realizing

fullest efforts, freely given. Those methods which will promote the worker's interest in his work will most effectively contribute to increased output and a better product. When the management has awakened in the individual workman a certain respect for the quality of his work and a sense of his share of the responsibility for the entire mechanical operation of the business, it has opened the way for a sympathetic coöperation on the part of its employees for the general care of the business, and made it possible to get the maximum product from each human machine and thus materially increase both the quantity and quality of the product which its most expensive item of cost produces, and this without incurring additional financial outlay.

No universal rule of procedure to embrace these influences could be determined upon. They are generalities of a moral nature which have their being in the business conduct of every office, and bear certain characteristic principles in general, but the details of minimizing their influence upon the cost of production must be worked out by the management of each business to fit their particular case, for the environments and conditions of all printing-plants, though similar in general, will vary greatly in detail. Certain prime factors, such as encouraging individual effort and thought on the part of employees, abolishment of evil working conditions which disconcert and confuse, and soliciting of a suggestive and critical coöperation among the men, while maintaining a proper standard of discipline, will always form the substantial foundation of good management.

The printing business is one of advanced thought and progressive ideas. It is safe to say that but few other businesses return the meager compensation for so great an amount of time and energy spent in preparation and the hard study to properly conduct, for, generally speaking, especially so far as quality is concerned, those plants have progressed most whose heads have studied hardest. This being the case, it would seem that the industry as a whole is justly entitled to a better compensatory reward. In view of the many complaints that "there is no money in the printing business," it would seem that many offices stand in need of attention to these and other details of minimizing cost of production, for they are the cleanest profits, demanding as they do no additional levy upon the resources of the business, and in no way compromising it with a competitor by any such methods as the fallacy of price-cutting, etc. An intelligent pursuance of these methods may mean the difference to some shops between breaking even and making a profit. At least,

most who can procure from the workmen their to any plant, it can but increase the income by fullest efforts, freely given. Those methods which reducing the expense.

When all these things are reckoned with in their proper proportions; when the printing business is considered in its true light as a manufacturing business, rather than a means of promulgating various individual whims, caprices and novelties which are too often plain fallacies; when it is accorded the dignity, by both employer and employee, to which it is entitled; when educational encouragement is given employees, to the end that their products may be better, yet produced at less cost; when, by reducing costs, heed is given to the revelations of a reliable system of ascertaining costs, then will cost-sheets and time-tickets perform their intended functions and the account-books tell a true and pleasanter story.

#### "A MESSAGE FROM THE SEA."

BY ELIZABETH A. REED.

Forever bound below the hills
The billows rage and lash the shore,
Though driven where the tempest wills,
They fill their prison evermore;
Landlocked, they fret and chafe their bars,
From crested height to ocean floor,
Still reaching out beneath the stars,
They beat the sands with sullen roar.

From boundless space the mandate rings,
The tide sweeps in with trumpet call,
The storm king forth his banner flings,
O'er foaming waves he spreads its pall;
The message borne on sea-bird's wings
From troubled deep doth burst to birth,
With hope and love — all precious things,
In promise for the child of earth.

Thus, bound to clay, the earth-born dies,
Mid struggles brave and hopes delayed,
But from the contest there shall rise
The service done—the breakers stayed;
All blessings wrought shall reach the skies,
No trophies won—no plaudits loud,
But through the world the white thought flies,
And rainbows light the storm-tossed cloud.

#### ALSO LINOTYPE FOG.

A recent edition of the Southend (London) Recorder contained the following report of a fog-bound vessel:

"The passengers were uneasy, but the captain assured them there was no danger. There the fogcmfwy pcmfwyp cmfwypcmfwypcmfw for the comfort of the passengers of the fog-bound steamer. It need hardly be said that the belated passengers were exceedingly relieved when they were landed at Southend pier."

#### THE OLD ILLUMINATOR.

"'Tis growing dark! Yet one line more,
And then my work for to-day is o'er.
I come again to the name of the Lord!
Ere I that awful Name record
That is spoken so lightly of among men,
Let me pause awhile and wash my pen."

- H. W. Longfellow.



Half-tone engraving from an etching, by Earl H. Reed, Chicago.

Written for THE INLAND PRINTER

#### "OLD BILL" DISCUSSES EMPLOYERS' RIGHTS UNDER UNION REGULATIONS.

BY A. J. CLARK.



HIS listens mighty good," said Sykes, the other day, during a talkfest after a chapel meeting had been pulled off.

It seems that a printer had been fired because he had shown some more than usual lack of ability to earn his money, and the foreman was

on the carpet for a while and had to defend his action in letting the man out. "I snaked this out of a paper I got from Los Angeles to-day," continued Sykes, "and it fits in mighty well with the talk the 'cheese' put up a while back when he said his position made it imperative that he conserve the interests of the shop, figuring that the chapel was able to look out for the men." And Sykes proceeded to read the following excerpt:

THE RIGHTS OF EMPLOYERS UNDER UNION REGULATIONS.

A great number of employers seem to be ignorant that their rights are conserved by the laws of the union. There are a great many men in the union ranks who think it good business to occasionally make demands, believing that employers are ignorant of their rights and will make concessions through fear of trouble. The union is an organization for the advancement of trade, and it is taken in too narrow a sense by some workers and considered to be a power for them to use to get away with anything that the employer is too timid to refuse. It works against the union in the final outcome. The man of conviction in any organization wants what is right, and he also wants to give what is right. Conscious of the rectitude of his principles, he will suffer much and endure loss and hardship rather than concede wrong. These are the men who have made unionism what it is, and who are working to effect its application ideally. The opportunist who is eager to take advantage for immediate gain, and who is blind or indifferent to the influence of his actions upon the trade, employer and employee alike, is foolish and an enemy to progress.

"That," said Old Bill, "sure does sound like mother's voice, and, as an editor I knew onc't used to say, 'is important if true'; anyhow, it's the kind of dope that's spieled at every convention of proletariats (whatever they are), and is what we like to believe is true, but is it?

"Every time some fool strike is pulled off without sanction of law, where everybody suffers and employers and employees alike act like schoolboys, and call one another bad names and swear by all the holy smokes that they'll never have nothin' to do with one another agin, we remember the mass of regulations incorporated in our laws that ought to absolutely prevent anything of the kind. Often the employer don't know that anything has been done to safeguard his interests, and he looks on the union as tho' it was a club to force him to do something that will ultimately ruin his business.

"After the strike he says: 'Now I'm shut of unions forever' (him not bein' gifted with second sight), 'and I'm goin' to run my business without no dictation from no union,' he says, forgettin' that no union men ever tried to run his business, but only wanted a look in on their own, and to safeguard the interests of the poor slobs who have no capital or machinery, except a few scatterin' brains, their fingers and a lot of cold feet that makes them shy at the little risk of goin' into a business for themselves, and carries them readily to labor like hell for somebody else. A horse has little sense of humor, but he'd laugh to see a mug start a print-shop, often with no knowledge of the business, and only a little dinky capital, get a few of the aforementioned slobs workin' for him day in and day out, Johnny-on-the-spot from 8 till 5, whether they are well or not, gain some profit



"Every convention of proletariats."

from the labor and brains of each, utilize all their power of brain and body, until he gets a pile laid up, and then holler his bloomin' head off because the slobs want a look in about the conditions under which they work, and never will he concede that any one of them has the least right or interest in the business that he may have done more to advance than the owner."

"What right should he have?" asked 'Red,' who is argumentive only to hear Bill talk. "If he gets his salary every week that ought to be enough, and is all any of us expect. The boss he puts in his capital and takes all the risk; if he busts the slobs blow away to new fields and are nothing out."

"It ain't all I expect," said Bill, "and a decent, conscientious worker is entitled to a lot more. They's a lot of us who take as much interest in the shop as though it belonged to us, and all over the land you'll find men workin' for a salary who don't forget the shop when the whistle blows, and who carry their job to bed with them and scheme and worry to help the Old Man succeed, and they often

solve problems out of hours that they haven't time to do in the shop."

"I'm afraid," said Sykes, "that you fellows are crawfishin' on this clipping stuff that we have just endorsed. Did you understand, Bill, what he meant?"

"Sure," said Bill; "what he tried to say in his haltin' way was that the employer, if he had the nerve to go after it, could always get better than an even break whenever any 'square man' tried to put the hooks into him."

"That's it exactly," said Sykes, with the shadow of a smile. "Take the recent case of the Bladder across the alley, where the chapel gets a grouch against the foreman because he insisted that they do a decent night's work and keep sober. They get gay and declare him unfair, has him fired and a softer man put in his place. This looks like easy money until the office puts up a fight, appeals to the International and gets the mug reinstated. Not only that, but the local union must pay his salary for the time he lost, amounting to about \$600. There's a case where virtue is triumphant and easily proves the contention of the fellow who wrote this clipping stuff."

"Sure," said Bill, "that's goin' some, and will give somebody food for many thinks, but the printshop proprietor is much too easy and stands for a lot of coarse work before he fights, and when he does fight he's so full of bile that he ain't happy even if he wins, and the word 'union' makes a noise like quinin to him. He'll go along for years standin' for any game the 'square man' puts up. There'll be little petty annoyances where a dub is forced on him because he has a card; where he is compelled to lay off a good man and keep a poor one because of the priority law; where he has to pay a near machinist-operator for puttin' his Mergenthaler on the blink, and a near pressman for spoilin' a lot of work and makin' junk out of good presses.

"The feller that wrote that article maby didn't never have no rough work to stand for, ever, but the employer of any kind of labor, if he stays with it long enough, will have some game shot into him some time that will bring him close to the ground, and make him aware of the fact that more and more the worker is reachin' out for a fairer share of what he produces, and sometimes in the heat of conflict he grabs more than his share. Of course, I savvy he'll have to go some if he ever grabs enough to make make up for the lean years when he had absolutely no protection and they wasn't no unions.

"I'm thinkin' of a case where the manager of a shop, himself a lifelong member of the printers' union, has a chance to figure on a big book job, to be done at a certain time or forfeit a bunch of coin. 'All right,' he says, 'they won't be no hitch on this job if I can prevent it.' So he brings it up before



"The new type hurt their eyes."

the union and gets an agreement that the composition will be so much a thousand ems and no more, assures himself that he has plenty of a crew before he starts the job, and buys a raft of new type so they won't be no chance of runnin' out of sorts. Everything looks fine and dandy, but he don't get the cases laid, hardly, before the men decide they must have 5 cents a thousand more than their agreement calls for, because the new type hurts their eyes. They decide also that the fattest stuff in the book is double-price matter, and fix it so that the shop loses the forfeit and instead of makin' a profit goes much in the hole. I hear this manager holler his head off, but what could



"You fellers figure it if you want it; never no more for me."

he do? The men didn't strike, but they just wouldn't work, and so he had to take the gaffs and stand the loss; but next time they was books to be figured on, he says to the same printers, 'You fellers figure on this if you want it; never no more

for me,' he says, and the work went to another town ever after."

"That," said Sykes, "is just an exception. The majority of men these days are fair, and if fairly handled by a wise boss will give plenty of return for whatever remuneration they receive; but first they must have the wise boss.

"Half the print-shop disputes might be traced to an unwise foreman, and a man don't have to travel far until he sees that men will work gladly and give the best there is in them to one foreman who is a diplomat and has the sense to be friendly without getting too thick, while another will keep the help on the ragged edge of secession all the time."

"They's lots of joints," said Bill, "where they think if a mug's a good rule-twister he must necessarily be a good foreman. Far be it from such. They's lots of dope he ought to be wise to besides



"Friendly, but firm."

bein' the best workman in the shop. He ought to be friendly but firm, and wise enough to be right most of the time, but strong enough to acknowledge when he's wrong. He ought to be familiar with every part of the business and have the ability to decide any question relatin' to the business. He ought to know if it's bum presswork or bum cuts or bum paper that makes a job look rotten. He ought to know in a minute if it's bad justification or an overpacked cylinder that makes type go off its feet; if it's bum metal or a crazy Linotyper that makes bad slugs. All these things and more he ought to know, but, glory be, he don't and he sometimes writes to a trade paper to decide an argument between himself and the errand boy.

"They's lots of things," and here Bill straightened up some type he had pied by leaning on it, "they's lots of things that enter into the relation of the 'cheese' and the worms that work under him that makes for good or evil in the printin' business; but they's one thing that's between us to fix and that's lack of ability in some good many of our union members. A card hadn't ought to be just a sign that a man is square. It ought to be proof positive that he is competent! I think that before any man gets a card he ought to be tried out by a committee and if he's not up to a certain standard he ought to be sent back to the woodpile for a while.

"It mostly happens that the mug who's so square that he makes notches in the bed is a bum workman, and the feller who hollers the loudest about conditions jacks his washin' in the dead of night to a Chinese laundry."

"Does the Old Man ever give you fellows any dope like this?" said the erector of a new press, who, while struggling to dry his hands on the office towel, had overheard the last of this talk, and he offered the following letter he had just received:

Mr. J. P. Donohue: May 21, 1910.

My Dear John,— We have your letter of the 15th, written at the Finlen Hotel, enclosing the order of the Blank Printing Company, of Blank, and wish to thank you very much for this further evidence of the very good work that you have been putting in there. Rest assured that we appreciate how enthusiastically and zealously you have devoted yourself to the interest of the company during your entire trip, and that the appreciation will take a more material form in the very near future.

It is particularly gratifying to us to note that our men use their spare time to the very best advantage possible, and in this regard we always know that you are an exponent in this particular branch.

With very best wishes and assuring you of our appreciation, believe me to be always,

Yours very truly,

H. Mullen, Sales Manager.

P. S .- Enclosed please find expense check for \$70.30.

"No," said Bill, sadly, "we don't never get nothin' like that; all we get is our checks, like a horse gets his oats, and often we go home well assured that we have accomplished the impossible during the week with a fat check that is only a stone in our pockets. I'll bet a million dollars the mug who wrote that letter is a white man."

"I guess yes," said the erector. "I've got an 'old woman' and kids at home who set great store by them things, and me—I'm foolish, too."

#### PAINS OF EDITORIAL PROSPERITY.

We have in type a complete account of the meeting of the negro voters of Fayette County, held in this city last week, including resolutions adopted by them, but the same is crowded out this week along with several columns of good matter, owing to a heavy demand upon our columns, coming at the last minute when it was impossible to get matter in that could not be held over for the next issue, without leaving out a lot of matter that will do as well next week.—

Montgomery (W. Va.) News.



A PRINTER'S PRIDE.

Jeannette Preston Day, four-year-old daughter of Mr. and Mrs. Robert Day, of Nashville, Tennessee, who has won several prizes in beauty contests.

Mr. Day is one of The Inland Printer's agents in Nashville, and is employed with the Marshall & Bruce Company, publishers.

Written for THE INLAND PRINTER.

#### AN ADVANCE IN COLOR-PRINTING AND PLATEMAKING.

BY HENRY L. BULLEN.



OR more than a year the Curtis Publishing Company, of Philadelphia, has been trying out a four-color cylinder press, and the colored cover and color advertising pages of the July issue of that company's Ladies' Home Journal show what has been accom-

plished. The trial was so successful that twelve presses have been ordered, seven of which have been delivered. The press consists of one large impression cylinder and four plate cylinders, each of the latter having an inking apparatus. The sheet is fed to grippers on the impression cylinder and is carried under a cylinder carrying the yellow plate, then under the red, blue and black plates, delivering the printed sheet completed, and also a slip-sheet to cover it, if necessary. The sheet is held by the grippers during the whole operation, and, therefore, can not get out of register.

There are obvious advantages. As the printing is immediately consecutive, the register is not affected by shrinking of paper, and, for the same reason, the pressman has not got to wait until the last printing before he can know positively what is the final result, as he is compelled to do when each color is printed separately. Each sheet being completed immediately he can regulate the four colors positively. As all movements are rotary, the speed is much greater than can be obtained on any flat-bed press. Three handlings of the paper are saved, and the loss from spoilage is reduced to that of any one-color press. In a word, it effects at one operation what has heretofore taken four. We understand that it is equally effective on threecolor plates.

This press is built by and is the invention of C. B. Cottrell & Sons Company, and has been named the Cottrell Multicolor Rotary. The platecylinders are grooved, so that plates may be registered on the same principle employed on the wellknown Wesel new registering iron-grooved block. The distribution is of the highest efficiency and under accurate control. The colors are, of course, superimposed on each other while wet, following the method of painters in oil colors, and equally, of course, these colors are made differently from those used when one wet color is laid over another dry color. Each set of plates prints on the same part of the surface of the impression cylinder, so that it is impossible to make ready on the impression cylinder, the tympan of which must be level.

This apparent dilemma vanishes when a corollary invention, known as the McKee process, for making ready electrotyped plates is understood. This is an important invention, applicable to any style of press, though specially devised for this new multicolor press, and the process is fully explained as follows:

#### MC KEE SELF-PRINTING PLATES.

This is a process for treating electrotypes so that they produce all the printing effects obtainable from hand-cut overlays. The make-ready is in the plates, not on the cylinder, and the work is done before the plates are put on the press, thus eliminating that idle-press time, which is a serious and inevitable loss while the hand-cut make-ready is being put on the cylinder.

The modus operandi is as follows: several proofs of the plate are taken in the usual manner, and an overlay is made in reverse of that used on an impression cylinder. From one of these proofs all the darkest printing shades are cut out and discarded. What is left is used as a base-sheet. From the second proof the darkest shades and also those of secondary darkness are cut out and discarded. What remains is pasted in register on the base-sheet. From the third proof all the impression, except the lightest shades, is cut out and discarded, and what remains is pasted in register as above.

Thus a reverse overlay or matrix is produced, which is thickest on the high lights and thinnest on the solids. The electrotype is laid face down on this matrix in register and then placed on the bed of a special shaving machine. The shaving-knife will shave only those parts of the plate as are supported by the built-up portions of the reverse overlay on which the plate rests. The unsupported portions give way under the pressure of the knife, which passes over such places on the back of the plate without shaving them. As soon as the pressure is removed the resiliency of the plate causes the temporarily depressed places to spring back to their normal position. At the end of the first cut, the plate will be thinner in those parts where it was shaved and of normal thickness where it escaped the knife. The number of times the plate is passed under the shaving-knife is determined by the character of the printing-plates.

The shaving operation does not affect the face of the electrotype, which remains level, but the back has varying high and low places. The plate is then placed in a heated hydraulic press, still in contact with the reverse overlay or matrix. Under heat and pressure, the irregularities of the back of the plate are forced into the irregularities in the reverse overlay or matrix, and the back of the

plate becomes true and level. The irregularities of height are thus transferred to the printing surface. These irregularities take the place of the hand-cut overlays of present methods. The pressman adjusts his form and gages and tympan, and proceeds with a perfectly flat tympan. One set of reverse overlays may be used on any number of plates containing identical matter.

If there are any shrinks (that is, parts which are imperfectly backed) in the electrotype, this process eliminates them. The make-ready, being incorporated in the plates, can not slip or weaken. Even if the form shifts, the make-ready must follow it. No matter how many times plates thus treated go to press, one make-ready suffices for all runs. Finally, we are informed, it takes less time to treat the plates by the McKee process than to make ready with hand-cut overlays on the cylinder. The McKee process is about to be put on the market, after long and severe tests in one of the largest printing establishments in the United States, and one in which the standard of illustrated printing is the highest.

Written for THE INLAND PRINTER.

#### "SHOEMAKER, STICK TO YOUR LAST."

BY C. A. HARTMAN.



HE men and boys of the present generation who are working at the printing trade are not, as a rule, imbued with such reverence and respect for their calling as they might be. Most men, especially the younger ones, and the apprentices not yet out of

their time, look upon the trade as only a means toward an end—the wherewithal to secure the necessities of life, and it appears to be the ambition of many a young journeyman, as soon as possible after obtaining his card, to divorce himself from the trade in favor of some other and more congenial occupation.

Recent statistics show that the printing industry in the United States gives employment to three hundred and ten thousand editors, artists, craftsmen and workers; has an invested capital of \$500,000,000 and an annual product amounting to \$650,000,000. Why then should it not be the aim and ambition of every young man in the business to make himself an important factor in this great art?

An illustration of the high regard in which the printing trade was held by those engaged in mastering its intricacies several hundred years ago is shown by a "Prayer" exhibited recently at a

public library exhibit, in New York city. It was translated in 1733 by William Baldus, and is as follows:

"A DAILY PRAYER FOR PRINTERS, FROM J. H. G. ERNESTI'S WELL-CONDUCTED PRINT-SHOP.

"O Lord, Almighty God, printing is a glorious and a noble art, a blessing Thou hast reserved for mankind in these latter days, an art by which all conditions of men, and especially the Holy Church, are greatly nourished. And since, good Lord, Thou hast of Thy free grace given me the opportunity of exercising an art and craft so exalted, I pray Thee to guide us by Thy Holy Spirit in using the same, to Thy honor. Thou knowest, dear Lord, that great diligence, continued care and accurate knowledge of the characters of many languages are needful in this art, therefore I call upon Thee for help, that I may be earnest and careful both in the setting up of types and the printing of the same. Preserve my soul in the constant love of Thy holy word and truth and my body in sobriety and purity, so that, after a life here befitting a Printer, I may hereafter, at the last coming of my Savior, Jesus Christ, be found a good workman in His sight, and wear the everlasting crown in His presence. Hear me, dearest God, for Thy honor and my welfare. Amen!"

#### THE MOST CURIOUS BOOKS.

Queen Victoria owned the largest single volume ever made. It weighs sixty-three pounds and is eighteen inches thick. Perhaps the most expensive book is the official history of the War of the Rebellion, issued by the United States Government at a cost of nearly \$3,000,000. About one-half of that amount was paid for printing and binding, and the rest for salaries, rent, stationery and purchase of records from private individuals. It took ten years to compile, and consists of 110 volumes. Another costly book is the Hebraic Bible, in the Vatican at Rome. In 1512 the Jews offered Pope Julius II. its weight in gold - \$100,000 -but the Pope refused to part with it. In the Chinese department of the British Museum a set of 5,020 volumes constitutes the largest book in the world. It is an encyclopedia of the literature of China from 1000 B. C. to 1700 A. D., twenty-eight centuries, and took forty-four years to compile. It was purchased by England for \$6,000. Only three sets are known to exist. The smallest book in the world, about the size of a man's thumb-nail, was made in Italy. It is the text of a letter written by the inventor of the pendulum clock in 1615. Although it is four-tenths of an inch long and a quarter of an inch wide, it contains 208 pages, each with nine lines and from ninety-five to one hundred letters .- Leslie's Weekly.

WHEN a man wins by chance it is likely to be due to the fact that he has patiently worked up to the chance.—
S. E. Kiser, in Chicago Record-Herald.



" BLACKSMITH!"

(Dotted line indicates route taken by gent with high collar.)





A. H. McQUILKIN, EDITOR.

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#### SUBSCRIPTION RATES.

One year, \$3.00; six months, \$1.50, payable always in advance. Sample copies, 30 Cents; none free.

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Foreign Subscriptions. — To Canada, postage prepaid, three dollars and sixty cents: to all other countries within the postal union, postage prepaid, three dollars and eighty-five cents, or sixteen shillings per annum in advance. Make foreign money orders payable to The Inland Printer Company. No foreign postage stamps accepted.

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Patrons will confer a favor by sending us the names of responsible news-dealers who do not keep it on sale.

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Furnished on application. The value of The Inland Printer as an advertising medium is unquestioned. The character of the advertisements now in its columns, and the number of them, tell the whole story. Circulation considered, it is the cheapest trade journal in the United States to advertise in. Advertisements, to insure insertion in the issue of any month, should reach this office not later than the fifteenth of the month preceding.

In order to protect the interests of purchasers, advertisers of novelties, advertising devices, and all cash-with-order goods, are required to satisfy the management of this journal of their intention to honestly fulfill the offers in their advertisements, and to that end samples of the thing or things advertised must accompany the application for advertising space.

THE INLAND PRINTER reserves the right to reject any advertisement for

#### FOREIGN AGENTS.

W. H. Beers, 40 St. John street, London, E. C., England.

John Haddon & Co., Bouverie House, Salisbury square, Fleet street, London,
E. C., England.

Raithey, Lawrence & Co. (Limited), De Montfort Press, Leicester, England.

Raithey, Lawrence & Co. (Limited), Thanet House, 231 Strand, London,
W. C., England.

PERSOSE & Co., 109 Farringdon Road, London, E. C., England.

WM. Dawson & Sons, Cannon House, Breams buildings, London, E. C.,

England.

W. C., Engiand.
PENROSE & Co., 109 Farringdon Road, London, E. C., Engiand.
WM. DAWSON & SONS, Cannon House, Breams buildings, London, E. C.,
England.
ALEK. COWAN & SONS (Limited), General Agents, Melbourne, Sydney and
Adelaide, Australia.
ALEK. COWAN & SONS (Limited), Wellington, New Zealand.
F. T. Wimbele & Co., 87 Clarence street, Sydney, N. S. W.
G. Hedeler, Nürnbergerstrasse 18, Leipsic, Germany.
H. CALMELS, 150 Boulevard du Montparnasse, Paris, France.
JOHN DICKINSON & CO. (Limited), Capetown and Johannesburg, South Africa.
A. Oudshoodn, 179 rue de Paris, Charenton, France.
JEAN VAN OVERSTRAETEN, 3 rue Villa Hermosa, Brussels, Belgium.

EDITORIAL NOTES.

 $W^{\mathrm{HAT}}$  has been termed the "newspaper spirit" is admirably portrayed in "A Story of the Montreal Fire," printed elsewhere. Those who remember the narrator-Mr. Beck-as a contributor to these columns, recognized the thoroughgoing character of the man and will not be surprised that he got his paper out on time, even though his plant was destroyed and a considerable number of the staff lay dead in the ruins. Almost womanly in the kindliness of his heart, he felt for the killed and injured in a manner of which few men are capable. Beck, however, is a devotee at the shrine of the god Duty. All through life, as printer, union official, reporter or managing editor, he has showed himself to be capable and dependable, so his friends would expect him, with all his gentleness and good-heartedness, to rise superior to the ravages of the fire monster at his worst.

The annual conventions of the trade organizations have shown that all of them are in a prosperous condition. The most important meeting yet to be held is that of the oldest association—the International Typographical Union. The reports of the officers, which are issued a month before the delegates assemble, prove that years do not always bring enervation and lassitude. Among associations of men this union is clearly entitled to a place in the front rank, as its accomplishments have been little short of wonderful. Unusually successful in the field peculiar to trade unions, it is a leader among organizations devoted to the extirpation of tuberculosis, and in the payment of old-age pensions to more than five hundred members it is performing a social service of great moment. Its practical work in the field of trade education has had an enormous influence in bringing that question before the wage-earners of this country. These are but a few of the many activities of the members of this organization, for the local unions spend more money for eleemosynary purposes than does "the I. T. U.," as the parent body is known among printers. When President Lynch addresses his constituents he speaks to fifty thousand persons and discusses expenditures and balances totaling hundreds of thousands of dollars. In every essential particular the methods of this organization indicate a vigorous, healthy and aggressive organization proud of its past and full of the belief that it is on the threshold of still greater achievements.

THE industrial birthday idea has been given a decided impetus by Victor Lawson, of the Chicago Daily News. We reproduce herewith a letter which was recently received by each employee of the News who has been ten years in the service of that paper. Mr. Lawson is not merely a successful publisher—he is reputed to make more than a million a year from his paper—he is a sympathetic student of industrial conditions. He knows men of all classes, their hopes and struggles, and is acquainted with the forces that make for the betterment of society, so there are no stipulations attached to his gift; the recipient is not preached at about his views or his conduct. The check is not a sop given with a sinister purpose in view, and the accompanying epistle sounds the note of sincere friendship—a recognition that those who

The Duily News

Mr William H. Bourse Chicago Jeins 25 1910

Mr William H. Bourse Chicago Jeins 25 1910

The records of the office show that you have been in the aninternipted employ of The Daily News since June 15 1918

To evidence its appreciation of the value of a long and unlocken period of service The Daily News purpose hence footh whom the 10th for more) anniverse purpose hence for the year annipose hence for the year and intermption to mark that date a red-letter day on its calendar, and to recognize it by the payment of a bonus of one hundred dollars ever and above and apart from the regular payment for service.

The Daily News dosins in this way to give definite expression to those sentiments of appreciation and regard which are the peading for Juilage of many and unbroken years of association in a common service.

In handing you this check-may we not call it your Daily News Birthday gift—The Daily News presents with its congrutulations the expression of its sincere appreciation of your long record of faithful service and, in the hope that it may be only the first of many to follow; wishes you many happy returns of the day-happy adike to you and to

receive it have helped to make the *News* what it is. A big man who looks at things in a big way, Mr. Lawson is a public-spirited craftsman. He is a believer and an advocate in collective bargaining, and is largely responsible for the adoption and development of the arbitration system in vogue between the trade unions and the American Newspaper Publishers' Association. Mr. Lawson's business success has been due to his progressiveness, and his relations with his employees are governed by principles which may be unusual to-day, but which will be followed by an increasing number of broad-minded employers in the future.

#### Getting Together.

Reports from many quarters indicate that employers and employees of the printing industry are beginning to realize that coöperation is a good thing and will accomplish benefits for every one concerned. The pull-together spirit manifesting itself in many cities between the different organizations is a harbinger of better things for the allied trades in the immediate future. Shortly it will be only a question of the degree of coöperation: How far are we willing to go to assist one another? It has been demonstrated, in the matter of fighting against the practice of merchants having their printing done away from home, that a whole-hearted, broad-gaged cooperation is accomplishing what otherwise would have been impossible. The success of this movement will not be so much in gaining what, on the surface, was the aim; it will awaken every level-headed printer to the possibilities of a genuine trade brotherhood, not merely of the heads of establishments, nor yet of those holding subordinate positions, but of the entire craft, high and low.

The world may be growing worse, as some pessimists declare, but it is certain that printers are pulling in exactly the opposite direction, and will continue to do so just so long as their hearts and heads are turned toward the common-sense principle of brotherly coöperation.

#### Cost of a New York Job.

New York has a full-fledged printing scandal on view, and it appears to be a case of all hands to the pumps. The vigorous Mayor Gaynor and the newspapers have had much to say about the alleged wastage of \$400,000 a year, and the local typographical union wants to examine the investigators' report. They hint at a printing trust and seem to be amazed that offices which have done the work in the past have an advantage over other offices. And this is the age and Gotham the place of specialization! We do not presume to question for a moment the correctness of the investigators' main conclusions, but there is a possibility that they have been misled as to the savings which can be effected. A New York daily emphasizes the fact in blackface type that a job which the city paid \$29.11 for cost the investigators 29 cents. It is to wonder what sort of a job - and the report said "job" - can be done in a New York office for 29 cents. Perhaps this and some inferences drawn by the investigating committee prompted the union officials to ask for a copy of its report. That 29cent job surely calls for explanation.

In Minneapolis the official printing has been the subject of public discussion. There was the usual hinting at trust methods, but a few trade leaders put the quietus on that phase of the discussion by declaring that they did not seek the work, as it had hitherto been done at less than cost. We can believe Minnesotans smiled as they pondered on the astounding statement that a contractor put in a profitless bid, as citizens are not inclined to regard the average printer as being foolish, even though his patriotism be beyond question. But the incident served to enlighten the public as to the status of the printing business, and when the new contract was signed it showed an increase in price, the reason for which had been given due publicity before the tenders were received.

#### Cheering News from Minnesota.

A few weeks ago word came from Minneapolis, Minnesota, that employing printers of the State had come to their senses in the matter of bidding for state printing. As a result Minnesota is to pay the printer double the amount paid in the past for its printing. For years cut-throat competition had made it possible for the State to secure its printing away below cost. But the Ben Franklin Clubs of St. Paul and Minneapolis have been carrying forward a campaign of education which already has had the effect of uprooting much of the business imbecility characterizing the attitude of printers toward the state-printing contracts.

This is refreshing and cheering news. It is an indication full of promise for an era of sanity in the business office. If donations are to be made to the State, Minnesota printers hereafter will make such donations entirely outside of their business contracts and will receive full credit along with other philanthropists. And it is to be hoped that the good work begun will not stop with the state printing. Private institutions have no more right to expect charity from the printing fraternity than have the people through their local governments. And when the Ben Franklin Clubs throughout the country shall have accomplished their most important work, the printerman will no longer be a mere slave to commercial activity. He will be reckoned with as a member of a business which, in fact, is the corner-stone of civilization and commercial progress.

#### The Careful Printer.

In these days of rush and hustle, the careful and painstaking man is not given that credit which is his due. In many cases, of course, this seeming lack of appreciation will not affect the good work of the worker. He will continue to be painstaking because it is his nature to be so. But thousands of men and women have acquired this much-prized characteristic through a common-sense realization that it is necessary to success in any calling. And among this latter class will be found many who are susceptible to discouragement through a lack

of proper appreciation upon the part of those for whom they are performing work. The result is sure to be a general lowering of the standard of their work. In addition to this, the naturally reckless and careless worker will see little reason to change his "style of pitching." Often one of these careless artisans will be heard to remark to his more careful fellow workman: "You're a fool for bothering your head about that—you'll get no credit for it."

Painstaking printers have prevented many a "bull" which would have created consternation in the establishment in which they were employed, with a corresponding monetary loss. On newspapers, editors have been spared most annoying embarrassment by compositors and proofreaders whose minds were alert while performing their tasks. These printers have a sense of responsibility. They have sufficient pride in their work to shoulder an absurdity rather than blame the "copy."

In every department of a printing establishment will be found those who use their eyes and hands merely as a medium through which their intelligence is directed. But there are others whose work has all the earmarks of the output of men and women who have utterly failed to get an intelligent grasp of what was wanted.

If the last named class are to be discouraged, the first named should be encouraged by frankly acknowledging their efficiency and worth.

#### Slow Work of Congress.

The envelope manufacturers have on hand a splendid sample of the delays incident to enacting legislation. As all the world knows, these manufacturers have been actively engaged in crystallizing sentiment against the Government printing return-cards on envelopes. This has been the subject of remonstrances from editorial associations and printers' organizations for more than twenty years, but until this Congress the petitions reposed in pigeon-holes. Taking the amount involved into consideration, no more active campaign has been waged in Washington than the one engineered this year by the National Joint Committee, as the directing body was called. It achieved a measure of success that is regarded as unusual. A congressman writes an interested constituent in glowing terms of the committee's work and the "victory" secured, yet he hastens to say: "Of course, the bill is not yet through the Senate, and probably will not be considered there until the next session." This representative proved a good prophet, as Congress adjourned without the senators passing judgment on the measure. The committee is full of hope, but the ground will have to be gone over again — and perhaps again — before the bill becomes a law — that is, if its opponents can marshal a respectable opposing force.

What is true in this case is true of legislation generally. Take the postal-savings bank as an illustration. Nearly forty years have elapsed since a postmaster-general first advised the establishment of such depositories, and now we are on the eve of their opening. In view of the trend of legislation, it would seem that our federal legislative mill will have to move more quickly. Delay may not have been important when Congress was dealing exclusively with political questions. But now, when the lawmakers are poking their noses into the workshops and homes of the people, expedition is more necessary. The orators inveigh against paternalism, but each Congress grinds out laws that have a direct bearing on the income and expenditures of the average citizen and which deal with economic and sociologic issues. This is bringing the Washington Government close to home, and delays in legislation may easily spell ruin to industries. The inquisition incidental to the corporation tax shows what a paternalistic creature Government is becoming, much the same as the recent dispute about freight rates discloses the tendency of Congress to light-heartedly assail what are popularly known as property rights.

#### Business Courage.

Last month we published in our Newspaper Work department an article taken from a Western newspaper, and if any of our readers overlooked it, we urge him to turn to page 568 of his July number and carefully study what this Western publisher and job-printer has to say in reference to his business policy. It is a frank statement of an honest printer — honest to his customers, honest to his creditors, honest to the trade and honest to himself. True, it requires some moral courage, in the face of cutthroat and dishonest competition, to inaugurate a policy such as that outlined in his editorial — and it requires still greater courage to publicly proclaim that policy to his readers and customers. But evidently he is a printer of robust integrity and strong faith in the final success of decent and sane business methods.

At a recent meeting of the Ben Franklin Club, of Chicago, the subject of estimating was up for discussion, and the nature of the remarks of some of the club's members left no doubt in the mind of the writer that the one great need of the employing printer to-day is business courage. A catalogue had been submitted to the membership for their estimate on the selling price of the work. The estimates returned ranged around \$600 and \$700.

One member, however, gave a price of \$500, and undertook to demonstrate the justice of his figures. But when interrogated as to whether he believed his price a fair one, he candidly admitted it was not, and that he would make "mighty little" profit on the job at the figures given. He felt, however, that competition justified the low estimate, and said he could not secure the work unless he met cutthroat prices. He was heartily in favor of raising his prices to what they should be and would do so when his competitors raised theirs. Otherwise he did not have the moral courage to do so.

Here is where the difficulty lies — lack of courage. And yet it would seem that, if slavemaking prices for printing are to be abolished, if the demoralizing influence of Cheap Johns is to be uprooted, and the trade placed where it shall be respected by financial institutions, members of the Ben Franklin Club, who are gathered together especially for the correction of these evils, should not hesitate to blaze the way for those who are plodding along without the aid of the organization's inspiring fellowship.

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Again we refer our readers to the manly statement of the Western printer referred to above, and especially those who believe it necessary to meet money-losing competition in the printing trades.

#### Workers Wanted.

Complaints are rife about the scarcity of printing-office employees generally, more especially machine operators. To some extent the dearth is temporary, but those employers who look back to the halcyon days when compositors were always to be had for the asking may make up their minds that — barring a cataclysm — this generation will not see a revival of those conditions. Then employing printers were more comfortably situated than other employers. From now on we shall see seasons when the festive journeyman will be as much in demand as passes to the ball game. The reasons for this are quickly made apparent to those sufficiently interested to review the situation. A quarter of a century back the country towns were graduating compositors who were quick to respond to the lure of the city, made especially enticing to printers by reason of the free-and-easy "subbing" system on the newspapers. Weekly and monthly publications in the larger cities and towns also turned out compositors, for many of them were printed in "boy" offices. Nowadays they are printed under contract and the work is done in offices that want expert workmen to operate their machines. The source of supply is being perceptibly narrowed in another way. There is a greater disparity between the average country office and the metropolitan shop than was the case

aforetime. Youths see a vast difference in the quantity and character of the work that passes through these classes of offices. Consequently, there is more hesitancy about migrating from the country weekly to the metropolitan daily than was the case years ago. To some extent the same is true of job-offices. In the large city many commercial offices are transformed into factories conducted in a manner wholly strange to the novice from the country, and he pauses before "getting into the game." Probably the only factor that tends to offset these conditions is the slowly but steadily mounting wage of the city compositor.

Colonel Cushing, of Boston, told the United Typothetæ at its recent convention of another phase of this question, and from his position as an employer and his active connection with the North End Union School the Colonel is admirably equipped to speak authoritatively. He declared that, while it was comparatively easy to induce boys to become pressmen or stereotypers, they were slow to essay being compositors, owing to the fear that machines would supplant them. As the world wags, this is a senseless fear, but Mr. Cushing says it can not be successfully argued away.

At all events these are golden days for the working printerman, and as a consequence his employer is being made to realize most acutely that "we are kept up by what is underneath us."

Written for THE INLAND PRINTER.

#### OVERPACKED CYLINDERS AGAIN.

BY VERNON POSSNETT.



N page 53, of THE INLAND PRINTER for October, 1909, Mr. F. H. Gage aided in discussing the question of packing cylinders. I venture now to revive this discussion, after the lapse of some months.

The position of an outside critic is always a rather prenerally, his observations are brief,

carious one. Generally, his observations are brief, from sheer necessity. He goes off like a bomb, and (also like a bomb) he manages to scare more folk than he hurts. Now, I must plead guilty once again to being an outsider; and I neither expect nor intend to have much to say about the fine technicalities of presswork. My sphere is stonework, and it is only in the exercise of such duties as carry me into the pressroom that I get into touch with the cult of the pressman. One advantage, however, is mine unquestionably. I am privileged to observe and compare the methods of many men and the work of many presses, and such contribution as I am able to make to this discussion is the outcome of this very practical experience.

I must thank Mr. Gage for his very courteous references to my article in the August, 1909, INLAND PRINTER. Mr. Gage agrees that there would probably be "quite generally" an affirmative answer to my question, "Are our cylinders generally too large?" For the sake of the argument I will presume that point has been conceded, and that I have received the answer, "Yes." Mr. Gage goes on to say, "but an affirmative answer does not leave simply 'the problem of reducing them' as a remedy." I have no desire to quarrel about the choice of words, but I wish the word "simply" had been omitted from that sentence. To my mind, when such an admission has been made, there should be a readiness to tackle the evil. The remedy may be far from simple, but the goal of "an exact science" is worth approaching, even though we never expect to get right there. My whole contention is that we may get nearer than we are. I tried to show that cylinders begin at a point which we may call theoretically perfect, and increase in size as the demand for impression increases. Why should not the cylinder begin at a point rather less than theoretical perfection? As more squeeze is required it could be developed exactly as it is now, but the increase would not reach so far above perfection as at present. In fact, perfection would become, as it were, the mean working condition.

It is just as well that we should relieve our minds of any misapprehension about a perfect cylinder. The exact circumferences of a circle can not be ascertained. In mathematics it corresponds somewhat to the north pole in physics. We may get very, very near, and know we are near, but the demonstration is the difficulty. So, in our cylinders, we may know that perfection is within a single sheet of paper of our working condition, and we shall never know more. Mr. Gage smartly got me by the leg for saying "theoretically perfect," when I meant "practically," and is fully entitled to his "mental reservation."

A certain well-known maker of printing machinery used to boast that he could (or would) turn out a cylinder so perfect that it would print without any packing or clothing whatever. An equally famous inventor replied to me, when I repeated this statement, "I dare say he could, but what would be the use without a perfect form and a perfect bed?" The whole must be perfect before a perfect part can prove its value.

Probably we are all agreed that, as Mr. Gage says, "the cylinder will spring, the bed will also spring, and the bed and cylinder will not travel in exact unison unless held together by more or less friction between cylinder and bearers." It is this springing of the parts which demands the extra

sheets to obtain satisfactory impression. But the theory upon which general practice is based apparently ignores this spring, and leaves an enlarged cylinder an absolute necessity for an average form.

Now, let us suppose we did resolve to face the problem of reducing the cylinder to somewhere nearer perfection. Having removed the few sheets which were admittedly an excess over the practically perfect cylinder, we are left with an insufficient weight of impression. Two ways are possible by which this may be remedied. (1) We may put under the form the same amount of packing we have removed from the cylinder, and the spring of the press and the impression on the printed sheet will be exactly as they were when the packing was on the cylinder. Or (2) we may reset the cylinder until it bears as heavily on the form as when overpacked. Both these methods are objected to.

(1) A form of plates may easily be underlayed produce additional impression, but a form of type and blocks is better for all purposes incident to make-ready and running, resting upon the surface of the bed. Still, we are out for impression, and the underlay is effective, though perhaps inconvenient. The condition to remember as being effective is this: we have raised the surface of the form somewhat higher than the bearers. There is no mechanical objection to this condition. All the mechanical adjustments remain unaltered. axis of the cylinder remains the same distance from the bed, and the bearers on bed and cylinder engage exactly as before. Then it is possible to get enough impression while keeping the cylinder practically perfect. Of course, I am not seriously suggesting that forms should be underlayed in this manner. I simply wish it to be borne in mind that, with a form raised above normal type-high (and, therefore, higher than the bearers), no mechanical law has been violated. The compensation for "spring" in different parts of the press has been transferred from the cylinder to the form. The all-sufficient objection to this method of obtaining squeeze is, it is not practical. The objection, however, does not apply to the running of the press, but to the preparation or make-ready.

(2) The alternative method was to reset the cylinder until it bears on the form as heavily as when overpacked. I fancy I hear a chorus of objection that this can not be done, because of the bearers. I agree that it can not be done while the bearers are the same height as the form, but if we introduce the condition outlined in the previous paragraph, it can be done. That means that bearers must be made a trifle lower than type-high, while the form remains normal height. If the cylinder is lowered proportionately, the working conditions become identical with those attendant

upon an underlayed form. The spring in the press is compensated for by having a form higher than the bearers, instead of by increasing the circumference of the cylinder. Pitch lines would need the same consideration as bearers. When the cylinder is driven by a wheel, the driving-wheel would need to be adjusted to suit the lowered cylinder. When a rack is the driving medium, the pitch-line of the rack would have to be adapted similarly.

The principle which I am enunciating may be termed the "low-bearer theory." I have tried to prove that this principle is possible on a press which is now running with type-high bearers, but inconvenience is against its application. The inconvenience may be overcome, however, but that involves a permanent alteration of certain adjustments. It is the same principle in both cases. It will not obviate variation in the clothing of a cylinder, as forms vary in their demand for impression, but it will accomplish a slight reduction in the circumference of the cylinder on every job, or on the average cylinder. Even Mr. Gage admits cylinders are generally too large, and this is my idea of tackling "the problem of reducing them."

I repeat my summary of the evils which may be seen in almost any pressroom, as the inevitable results of overpacked cylinders. Linotype slugs and type are forced off their feet, and always driven toward the gripper edge. Overlays are frequently displaced by friction, and almost invariably the displacement is away from the gripper edge. Excessive wear is noticeable on the edges of plates or pages parallel to the axis of the cylinder, due to friction and not to impression.

One feature which I have observed in practice, and which I have recently seen advocated in technical literature, is the exact opposite of the faith I have here confessed. It is, briefly, that by building bearers higher than the form, a slur can be overcome and unison of travel can be obtained between cylinder and form. This is the practice and teaching of men whose qualifications command respect; but I incline to the idea that a slur is distributed over a wider area — perhaps, over the whole form - by this means. Higher bearers must mean extra sheets on the cylinder, which mean in their turn extra speed of cylinder. At least, in my experience, I have noted one press which has been "improved" in this way. The slur was sufficiently reduced to allow work to proceed, but the forms always suffered a terrible grinding, which punished the slugs and destroyed the plates out of all proportion to ordinary experience. I submit there would be less tendency to slur in any press if the compensation for spring were added to the form instead of to the cylinder. We should not increase the traveling distance of the form by raising it a little above the

n

bearers, but the traveling distance of the cylinder is increased by every sheet added to its correct circumference.

Considering my status, I am afraid I shall be remembered for my "splendid audacity." I know I am running all the risks of ridicule, but I mean to ease my conscience, even if I sacrifice my reputation as a craftsman. If I were a pressman I might be more wise, and, therefore, more humble. But I am not a pressman, and I regret the fact, so far as it prevents me experimenting a little along these lines. As a practical demonstration of the validity or otherwise of the "low-bearer theory," I would like to see it applied to a long run of repetition work. Where several presses are regularly employed on the same job, and a form of plates is known to be good for a definite number of runs, we could soon prove whether the application of this principle resulted in any improvement. If any reader of these notes can arrange such an experiment, his facts would be a welcome contribution to this discussion.

Written for THE INLAND PRINTER.

#### SCIENTIFIC COLOR IN PRACTICAL PRINTING.

NO. VI .-- BY E. C. ANDREWS, S.B.

#### LIGHT.



N studying the laws of color we must first of all distinguish between color as the physicist describes it and color as we experience it—between objective and subjective color. For example, color as we see it is not a form of vibration, while color to the physicist is a form of wavemotion easily changed into other wave-

motions, such as those of heat. Our sensation of color, therefore, is not a copy of an external fact, and we must not confuse the laws of one with the laws of the other.

In seeking for a basis of our color theory we naturally turn to the spectrum; but, first of all, it is best to know something of the physical properties of light itself. For those who care to review the subject thoroughly I would recommend "A First Course in Physics," by Millikan and Gale, published by Ginn & Co., Chapters XIX and XXI. A more advanced work is "Light Waves and Their Uses," by Prof. A. A. Michelson, of the department of physics, University of Chicago. Professor Michelson won the Noble prize for his work on light, and is undoubtedly the leading authority of the world. In the introduction to the first lecture he says:

"This, to my mind, is one of the most fascinating, not only of the departments of science, but of human knowledge. If a poet could at the same time be a physicist, he might convey to others the pleasure, the satisfaction, almost the reverence, which the subject inspires. The esthetic side of the subject is, I confess, by no means the least attractive to me. Especially is its fascination felt in the branch which deals with light, and I hope the day may be near when a Ruskin will be found equal to the description of the beauties of coloring, the exquisite gradations of light and shade, and the intricate wonders of symmetrical forms and combinations of forms which are encountered at every turn.

"Indeed, so strongly do these color phenomena appeal to me that I venture to predict that in the not very distant future there may be a color-art analogous to the art of sound - a color-music, in which the performer, seated before a literally chromatic scale, can play the colors of the spectrum in any succession or combination, flashing on a screen all possible gradations of color, simultaneously or in any desired succession, producing at will the most delicate and subtle modulations of light and color, or the most gorgeous and startling contrasts and color-chords! It seems to me that we have here at least as great a possibility of rendering all the fancies, moods and emotions of the human mind as in the older art. These beautics of form and color, so constantly recurring in the varied phenomena of refraction, diffraction and interference, are, however, only incidentals; and, though a never-failing source of esthetic delight, must be resolutely ignored if we would perceive the still higher beauties which appeal to the mind, not directly through the senses, but through the reasoning faculty; for what can surpass in beauty the wonderful adaptation of nature's means to her ends, and the neverfailing rule of law and order which governs even the most apparently irregular and complicated of her manifestations? These laws it is the object of the scientific investigator to discover and apply. In such successful investigations consists at once his keenest delight as well as his highest reward.

"In order to discuss intelligently these applications of light-waves, it will be necessary to recall some fundamental facts about light, and especially about wave-motion. These facts, though doubtless familiar to most of us here, need emphasis and illustration in order that we may avoid, as far as possible, the tedious repetition against which we were warned. Doubtless there are but few who have not watched with interest the circular waves produced by a stone cast into a still pond of water, the ever-widening circles going farther and farther from the center of disturbance, until they are lost in the distance or break on the shore. Even if we had no knowledge of the original disturbance, its character, in a general way, might be correctly inferred from the waves. For instance, the direction and distance of the source can be determined with considerable accuracy by drawing two lines perpendicular to the front of the wave; the source would lie at their intersection. The size of the waves will give information concerning the size of the object thrown. If the waves continue to beat regularly on the shore, the disturbance is continuous and regular; and, if regular, the frequency (that is, the number of waves per second) determines whether the disturbance is due to the splash of oars, to the paddles of a steamer, or to the wings of an insect struggling to

"In a precisely similar manner, though usually without conscious reasoning about the matter on our part, the sound-waves which reach the ear give information regarding the source of the sound. Such information may be classified as follows:

- "1. Direction (not precise).
- "2. Magnitude (loudness).
- "3. Frequency (pitch).
- "4. Form (character).

"Light gives precisely the same kinds of information, and hence it is only natural to infer that light also is a wave-motion. We know, in fact, that is so."

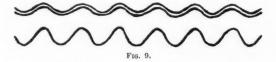
Fig. 8 shows a wave-form illustrating the way light travels. The amplitude of the wave is the distance from

the highest point of the crest or the lowest point of the trough to the position of rest, which is shown as a dotted line drawn through the middle of the curve. The *period* of the vibration is the time it takes for one particle to execute one complete vibration,\* that is, in the case of a cork floating on water, it is the time it takes for the cork to drop from the highest point of the crest of a wave to the lowest

point of the trough and to return to the highest point of the crest again. This vibration is up and down and not along the wave. The wave-length is the distance between two consecutive crests, or two consecutive troughs, which equals the distance from A to A'.

Most writers on color refer to the wave-length of light, but do not explain it at all, so I trust that a simple experiment will not be out of place. First let us consider what will happen if we superimpose two similar wave-trains of equal period and amplitude. If these two wave-trains coincide the resultant wave-train will have twice the amplitude of the two wave-trains brought together, as is shown in Fig. 9. If these two trains are brought together with one a half a period ahead of the other the two trains exactly neutralize each other and the resulting amplitude is zero. See Fig. 10.

These two cases illustrate the principle of interference, which is interesting to the student of color, as it is one of the means by which the wave-length of light is measured.



Two of the commonest examples of the principle of interference are the soap-bubble and an oil-film on water, where we see white light producing colored areas. A simple and satisfactory method of measuring the wave-length of light is shown in Fig. 11. Two pieces of perfectly smooth and carefully cleaned glass are held together at the top with a clamp, while at the lower edge is a single silk thread separating the two plates of glass and forming a very thin wedge of air between them. If we pass a beam of light through this wedge the white light will be separated into bands which will resemble the bands of the soap-bubble in every way. If we now place a piece of red glass in the path of the light we no longer have the colored areas, but alternate bands of red and black. If blue glass is used the bands are somewhat narrower and are alternately blue and black. In either case the waves reflected by the first surface of the air-film would be in advance of those reflected by the second surface. At the top, where the two surfaces touch, there is no advance and the two wave-trains should coincide, giving a very bright band. A little lower down we should find a dark band, showing that the thickness of the film is such as to bring one wave-train half a wave behind the other one. Still lower down we should find a bright band again showing a retardation of one complete wave, etc. As a matter of fact, we do find just such an alternation of light and dark bands, with the exception that a dark band occurs at the top instead of a bright one. This discrepancy is easily accounted for by a knowledge of wave reflection, but it is not necessary to go into the matter here, as we are interested only in the number of bands which occur and in the distance between the plates of glass at the bottom, where the silk thread separates them. If we find eight dark bands in red light we conclude that the retardation of the red light is eight waves at the thickest portion of the air-wedge, and, therefore, the distance between the plates of glass is four waves. Each wave that passes through the film must pass back again, in order to produce destructive interference, so that each half wave-length in the thickness of the wedge means a retardation of twice that amount.

If the distance is actually measured by a microscope and found to be, as in Professor Michelson's experiment, two and seven-tenths microns (a micron is a thousandth part of a millimeter, or roughly about a twenty-five thousandth of an inch), knowing this distance equals four wave-lengths of red light, we have sixty-eight hundredths of a micron for

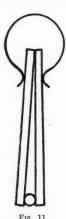


Fig. 10.

the wave-length of red light. In the case of blue light there will be twelve bands, which gives us forty-five hundredths microns as the wave-length of blue. The wave-lengths of the principal colors are approximately as follows:

Red																				0.68	microns
Orange																				.63	microns
Yellow														,						.58	microns
Green			,																	.53	microns
Blue																				.48	microns
Violet																				.43	microns

Fig. No. 12 represents the wave-lengths of the different colors diagrammatically, magnified about twenty thousand times. You will notice that in the experiment the wavelength of blue was found to be forty-five hundredths of a micron, while in the table it appears as forty-eight hundredths. What is blue? Even in dealing with light we are unfortunately hampered by individual opinion when it



comes to naming colors! Many would call the wave-lengths between .48 and .50 blue-green, and those between .59 and .61 yellow-red. The wave-length of the extreme red is .76 microns, while the extreme violet (this is not a pigment name) is about half as much, or .38 microns. Some authorities use the same figures as shown in the table for red and yellow, but give green as .52, blue as .46 and violet .42.

<sup>\*</sup> Some writers use half this distance for the period of vibration.

Few of the colored lights can be matched in pigments, so the question of nomenclature is not important. The writer did take the trouble, however, to standardize the original sample of red shown in Fig. E, Plate I, July number of The Inland Printer, and the pigment matches the spectrum red almost exactly.

We have said nothing about the rate at which light travels. We know that it travels much faster than sound, because the flash of a distant gun is seen before the report is heard, and a clap of thunder is always preceded by a flash of lightning. Galileo made an attempt to measure the time it took for the light of a lantern to travel between two hills near Florence, but the distance was so short he concluded it took no time at all.

In 1675, Roemer, by determining the exact moment of an eclipse of the brightest of Jupiter's seven moons, was able to predict the exact time an eclipse would take place six months later, when the earth was farthest away from Jupiter. When the time had elapsed, however, he found the eclipse occurred 996 seconds late, but, after another six months, when the earth was back at the point where he had made the original observations, the eclipse occurred exactly at the predicted time. Roemer inferred, therefore, that 996 seconds was the time taken for light to travel across the

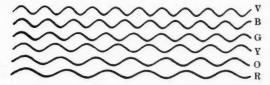


Fig. 12.

diameter of the earth's orbit, a known distance to astronomers at that time. Dividing this distance by 996 gave him 192,000 miles a second as the velocity of light.

Probably the two most accurate determinations of the speed of light are those of Michelson, of the University of Chicago, in 1882, and of Perrotin, of the University of Nice, France, in 1902. Although using different methods, Michelson obtained 186,333 and Perrotin 186,345, results which are practically identical. In round numbers the velocity of light is 186,000 miles a second. If we divide the circumference of the earth, roughly 25,000 miles, into this number we realize that light travels around the earth seven times in a single second. It is said a bullet travels at the rate of about a half a mile a second, and sound, for example on a steel rod, at about three miles a second, so it is indeed hard for us to comprehend what a velocity of 186,000 miles a second means. This enormous value, however, becomes a definite and finite quantity when we consider the distances between the stars and the earth and the time it takes for their light to reach us. The light from Alpha Centauri, the nearest fixed star, started over four years ago, and if an observer on the pole star had a telescope sufficiently powerful to see the events on the earth he would now; July, 1910, be watching what occurred in January, 1856, five years before the Civil War!

Since light travels at the rate of 186,000 miles a second, and the wave-length of red light is .68 microns, the number of vibrations per second of the little particles which send out the waves of light may be found by dividing the wave-length into the velocity. Therefore, in red light, the particles are vibrating at the enormous rate of over 441,000,000,000,000 vibrations per second.

(To be continued.)

Written for THE INLAND PRINTER.

#### HARMONY OF COLORS.

NO. IV .-- BY J. F. EARHART.

COMBINATIONS WITH RED.



HEN we view any mass of color in nature, like a mass of shrubbery or the foliage of a tree, or the different colors on a hill-side, all those parts in the midst of these masses which tend toward gray will be tinted with the complementary color of the mass which surrounds it. If the foliage is green, then the trunk and

branches of the tree will become purplish. If it is in the autumn, and the mass of foliage is yellow, then the trunk and branches will appear more violet.

The shadows in the depths of the masses will also assume the complementary tint, but not so positively as the gray branches, because the local color in the depths of the shadows will be only partially neutralized by the complementary tint of the surrounding color.

In combining colors we must always keep in mind the laws of contrast, as explained in the April Inland Printer; and especially this law—any color covering a small area of surface, when surrounded by another color occupying a larger surface, will be strongly tinted with the complement of the surrounding color. This complementary influence will be more plainly seen when the small mass is a pure gray, like the gray of an old board fence. While riding in a swiftly moving train we have often noticed what a decidedly purplish tint an old fence would assume when it was seen against a background of green fields. So then, it follows that the grayer a small mass is, the more positive will it show the effect of the complementary influence of a surrounding color. If the small mass is a color instead of gray, then its hue will be changed by this influence.

This, of course, also applies to any piece of printing in which a small mass of color is surrounded by a larger mass of a different color; gray being affected more plainly than any other color. For illustration, we here give the effect of the complementary influence over black or deep gray when printed upon different colored papers:

Black upon red appears blue-green-black.
Black upon orange appears blue-black.
Black upon yellow appears violet-black.
Black upon green appears purple-black.
Black upon blue appears orange-black.
Black upon violet appears yellow-black.
Black upon purple appears green-black.

Black upon any of the colors given in the practical diagram will appear to be tinted with the color exactly opposite. This seems to prove that the tendency of the eye is to produce the complementary or opposite color in every mass of color, even where it does not exist in fact. This is another of nature's proofs that the writer who said that "contrast is synonymous with discord" is surely in the wrong.

In nature, the complementary influence of a large mass of color over a smaller mass becomes most positive at the distance of a few hundred feet; and, as we approach the mass this effect becomes gradually lost until, when quite near, the local color of the small mass becomes evident and is affected very slightly by the complement of the larger mass. When viewing printed matter, however, the complementary influence is plainly evident only a few feet away; this is due simply to the very great difference in size between the masses of color on a printed page and the masses of color to be seen in nature.

The manner in which this complementary influence is exerted is fully explained in The Inland Printer for April, in the article on "Contrast."

It would be well for the printer to make a large colorchart for ready reference, a foot or more in diameter, similar to the practical diagram shown in the May number. This chart should be mounted on heavy board and hung up in a convenient place. It should have a heavy sheet of opaque paper attached to it, so that, when not in use, it would be screened from the light. The red as shown in the diagram can be made by the mixture of vermilion and rose madder, or vermilion and a good rose lake, about equal parts. The printer can use printing-inks or oil-paints, as he may desire.

The value of this diagram is not alone in having it as a visible thing to refer to, as it may be needed, but also as a means of fixing in the mind, in the simplest possible form, the different colors of the spectrum and their relation to one another.

In most printed jobs the desire of the printer is to get a positive contrast of some kind in his job, but not necessarily a violent one. In a two-color combination then, he should not combine colors equal in tone, because the effect would be somewhat flat, on account of the lack of contrast of tone. So then, it is necessary to change the tone (location between light and dark) of at least one of the colors. Say that the combination selected is a red and green-blue; the red may be darkened with black or the green-blue lightened with white, or just the reverse. The matter may be of such a nature that it is desirable to preserve the purity of the red; in which case it would be well to darken the green-blue, because we would then get contrast of tone, and the red would become more brilliant and luminous through that contrast.

As a safe rule to follow, red will combine well with any of the colors lying between Nos. 6 and 13 on the opposite side of the diagram from the red, in their normal state, or when reduced with white, or darkened with gray or black. This, of course, includes any change of hue, which will still be between Nos. 6 and 13.

These combinations will, of course, be more or less of an opposite or complementary nature. In adding white or black to a color, the printer must be governed solely by the character of the matter for which the color is intended. A color that would be just right to produce a pleasing contrast in one job may be a little too light or too dark for another. Red should never be printed upon a complementary tinted stock, except when the tint is very light or very dark. A cream, buff or greenish-yellow tinted stock will always be agreeable. In printing red and another color upon a colored stock of any kind, the printer must always bear in mind that a harmonious effect can only be gained through a proper contrast of color and tone, the color of the stock used being considered as one of the colors in the combination. Suppose that we have a pale greenblue tinted stock and we want to use a full red as represented in the diagram; now, the question is, "What shall be the other color?" The safe course to follow will be to select a color that is closely related to either the red, or the color of the stock. We can use a green-blue reduced with white to a half-tone color, closely related to the color of the stock; or we can use a green-blue darkened so that the red will be the middle tone between the dark green-blue and the tinted stock; or we can use either a half-tone of the red or a dark tone of the red upon the stock. In each case we would have a good combination of one color, and two tones of its complement.

It is not advisable to print red upon any stock the color

of which lies between Nos. 13 and 20 in the diagram. This applies to tints as well as to full colors.

It is safe to print red upon tints of any of the colors given in the right half of the diagram.

The most pleasing tints upon which red may be printed is a rich buff or cream tint; this may be an orange-buff or a yellow-buff tint. Suppose we have decided to use a buff-tinted stock printed in red No. 1 of the diagram and another color; now, what shall the other color be? The color should be a half-tone color closely related to the red or the color of the stock; or a dark shade of the red, which would make the red No. 1 the middle tone between the tint of the stock and the dark color; or a dark shade of orange (made by mixing orange and black) which would be related to the buff-tinted stock. These combinations belong to the harmony of related colors.

We will again call attention to the importance of a proper adjustment of the values in any color combination. There should be distinct differences in tone, so that a harmony may be gained through pleasing contrasts.

The use of numbers to establish arbitrarily the different values of a color appears to me to be very misleading, confusing and impractical. On page 222, of the May INLAND PRINTER, Mr. E. C. Andrews gives a table of so-called color values, which is very like an anagram, except that there doesn't seem to be any solution to it.

If I understand his use of the word value, as indicated by this table, he assumes that when a color is equal in tone to a gray, which is half-way between white and black, that it is of middle value, or fifty per cent value; and when it is reduced to a color half-way between the fifty per cent value and white, then it is seventy-five per cent value; and when it is finally reduced to white then it is one hundred per cent value, etc.

Now, I have always understood the color value of any color to be one hundred per cent when it is pure; and when it is mixed with white or black, then, of course, it loses in color value.

The different degrees of a color ranging from light to dark are properly called *tones*, when they are referred to independent of other colors. By adding white to red we get its light tones, and by adding black we get its dark tones; a red that is reduced to half its original strength is a middle tone, or half-tone red, it matters not whether it stands alone or is one of a combination of colors. As a color standing alone in contrast to a medium gray, it is at its fullest or one hundred per cent value, when it is pure, and not when it is reduced with white.

In a picture or design it is at its highest *value* when it properly fills its place in the expression of a truth, or the production of a harmony, without regard to whether its tone is high or low.

The Century Dictionary gives the following definition of the word value:

Value — In painting and the allied arts, relation of an object, part or atmospheric plane of a picture to others, with reference to light and shade, the idea of hue being abstracted. Thus a picture in which the values are correct is one in which the distribution and interdependence of the light and dark parts correspond to nature, and particularly preserve the correct rendering of different distances from the observer; while a detail in a picture which is out of value is one which is too light or too dark in tone for the atmospheric plane which it should occupy, or for the proper rendering of its relations to other objects in the same plane.

So then, we repeat the statement we made in the last issue of The Inland Printer, that "the value of a color is simply its correct relation to its neighboring colors in any picture or design."

(To be continued.)

#### HOME OF THE LEBANON DAILY AND SEMI-WEEKLY "NEWS."

In the city of Lebanon, Pennsylvania, there stands to-day an imposing four-story newspaper building, with an attractive white-marble front, where, little more than a year ago, stood a dilapidated brick dwelling converted into a newspaper office. The accompanying photographs furnish an idea of the very creditable change made in the appearance of this newspaper office, the home of the Lebanon daily and semi-weekly News, but no pictures could convey an idea of the engineering skill which made the change a possibility under the circumstances which

of the finest buildings of the kind in eastern Pennsylvania. Besides four floors stocked with modern machinery, paper-stock rooms and other apartments designed for convenience and mechanical operations, there is a business office finished in quartered oak and fitted with latest filing cabinets and office devices.

When the project was launched the management of the News promised a building which would afford a sight for visitors to Lebanon, and the promise was fulfilled in every degree, as it is the only white marble front in Lebanon.

The front of the new edifice is built of Chester County (Pa.) white marble, beautifully carved. The rest of the







AFTER

Home of the Lebanon (Pa.) daily and semi-weekly News. Reconstructed without moving the plant or missing an issue.

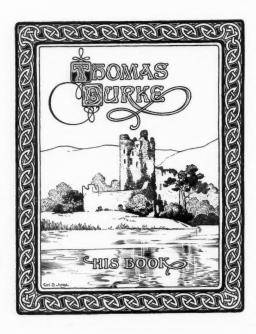
attended the improvement. Although several sections of foundations and one narrow strip of side wall is all that remains of the old building, the new one was erected without moving a press, case or typesetting device out of the establishment, and the newspaper, which ranges from eight to sixteen pages, was published on time every day, to say nothing of issuing a lot of jobwork at the same time. Patience as well as engineering skill was required, however, to complete the undertaking. For several weeks the composition of the paper was accomplished on a floor littered with mortar, bricks and other building materials, while the typographical martyrs dodged between the rafters of a temporary ceiling only five and a half feet from the floor. Moving of forms from up-stairs composingrooms to pressrooms on lower floors necessitated hazardous trips up and down hodcarriers' ladders, and at times with rain pouring through temporary roofs and with chilling blasts blowing through cracks in tarpaper weather walls. It was an undertaking well worth the effort, however, for the newspaper is now housed in what is conceded to be one

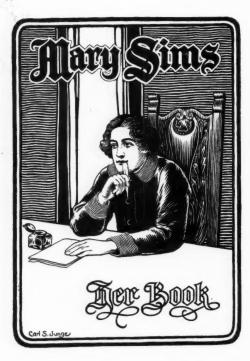
building is of brick and structural iron, the construction being on such a massive scale that several stories can be added very easily if they are required.

#### SOUTHERN CHIVALRY.

Miss Virginia Clay, the brilliant and popular editor of the Huntsville Democrat, is recovering from a long and tedious illness. It is a source of great pleasure to the press of Alabama to know that this bright particular star in its firmament is rapidly returning to health and vigor and that the gems that have dropped from her pen will still continue to glisten on the pages of literature and that her genial and happy presence will still be felt in the community in which she has shed so many bright rays and soothed so many aching hearts by her sympathy and words of condolence. Alabama has no brighter daughter, Southern journalism no sweeter spirit, womanhood no purer member and her recovery fills the hearts of all who know her with gratitude to Him who does all things well.—Athens (Ga.) Democrat.









BOOK-PLATES.

By Carl S. Junge, Chicago.



While our columns are always open for the discussion of any relevant subject, we do not necessarily indorse the opinions of contributors. Anonymous letters will not be noticed; therefore, correspondents will please give their names—not necessarily for publication, but as a guarantee of good faith. All letters of more than one thousand words will be subject to revision.

#### DEFINITIONS OF WORDS AND COLORS.

To the Editor:

CHICAGO, ILL., July 14, 1910.

I agree with Mr. Earhart in a desire to avoid mere controversy. The subjects under discussion are of general interest, however, and where the instruction that is being imparted in schools of various kinds to-day is at variance with the views expressed by a gentleman of the eminence that Mr. Earhart sustains in the printing and art world, I hope that what efforts I make to arrive at the truth in scientific methods of considering color will not prove unduly irritating to any one's acute sensibilities. Mr. Earhart is disposed to flout the idea of carefully weighing colors to be used in printing, and cites the absurdity of weighing an ounce of ink for a job of printing. This is a reductio ad absurdum, and is hardly worthy of Mr. Earhart. For he must know that a job that requires but an ounce of ink is not to be considered. What we are working at is to arrive at the profitable, intelligent, effective use of color and to ascertain as far as possible the scientific laws which govern the use and application of color. Art and business must combine here. Mr. Earhart depends on his genius for his color effects. But he can not give this genius to others by mere assertion. We who have to do with the commercial use of color must keep our feet on the ground and be governed by known laws and facts, and the standardization of color is one of the first requisites for the users of printing-

Mr. Earhart is not only at variance with me in his definition of the meaning of "value" as applied to a color: he sets himself against such authorities as A. H. Munsell; Denman Ross, of Harvard; Professor Sargent, of the University of Chicago; Henry Turner Bailey and others. It may be that Mr. Earhart's expressed contempt for scientific accuracy in ascertaining quantities extends itself also to scientific accuracy of definition. But Mr. Earhart's views and my own views are beside the question. What is of vital importance is to arrive at the truth, not the expression of personal preferences or prejudices. In this connection, the following letter from Mr. Henry Turner Bailey may be helpful to Mr. Earhart, as well as other readers of The Inland Printer.

E. C. Andrews.

NORTH SCITUATE, MASS., June 30, 1910.

My Dear Mr. Andrews:

I quite agree with you in the proposition that it is time for all those interested in color to get together and discountenance the use of a loose, indefinite vocabulary. You may be interested to know that in the public schools throughout the country the terms hue, value and intensity, or chroma, are practically in universal use with perfectly definite meanings.

Hue is the quality of a color with reference to other colors of the spectrum. It has nothing to do with value or

intensity. In hue a color may be a red, or an orange-red, or a violet-red, etc. A color changes in hue when it becomes warmer or cooler.

Value is the quality of a color with reference to dark and light. A given hue may be high in value, that is, may be a light tint, or low in value, that is, may be a dark shade. A color may change in value without changing its hue or its intensity.

Intensity is the quality of a color with reference to itself at its best; that is, the color may be full or dulled by the admixture of its complementary until it is lost in gray. A color may be changed in intensity without changing in hue or in value.

The quality of color about which Mr. Earhart was talking in a recent number of THE INLAND PRINTER has to do with harmony, or the relation of spots of color. That is quite another problem and an exceedingly difficult one. In dealing with that subject we are in need of a new term. In my own practice I have forced the word "potential" to carry the idea. The potential of a given spot of color is what we have to reckon with in a harmony, that is, its power to affect the eye, to affect neighboring colors, to hold its proper place in the composition as a whole. The potential of a color is a combination of its hue, value, intensity, area, shape and texture, and, as Mr. Earhart says, it is not a fixed quality which inheres in the color itself. It is a quality determined by the elements I have mentioned in itself and in all the other colors with which it is associated. HENRY T. BAILEY. Yours sincerely.

#### WHERE THE COMPOSING-ROOM IS MADE TO LOSE.

To the Editor: DETROIT, MICH., July 9, 1910.

Printers are awakening to the fact that the long-accepted dictum, "there is no money in the composing-room," should be investigated, and the reason for the assertion made known. Having served for several years as foreman of a composing-room, I have gathered from experience some of the causes which make the composing-room less profitable than it should be. Chief among these causes of loss is lack of coöperation between the business office and the foreman of the composing-room. The system of conveying information regarding work from the business office to the composing-room is generally defective.

To particularize: Notwithstanding that there are a great many advertising agencies expert in planning and designing printed matter, a great many successful business men plan and look after the details of their own advertising matter, and deal directly with the printer. They are disposed to rely somewhat on the printer's taste and judgment. At the same time, while all good printers are well posted on modern styles of typography, color combinations and paper-stock, their ideas may not meet those of the advertiser. Nearly all advertisers have a general idea or conception of what they want the job they are working on to look like. There are special features that seem to them to call for special emphasis, but which to the printer, perhaps, would not seem to be of much importance. It is on this point that I venture to suggest a reform.

The problem is a problem of salesmanship. The man in the business office, whether it is the boss or an office man, is the one who comes in contact with the advertisers. It is not the foreman of the composing-room. It is right here where money may be saved. The advertiser has ideas which he wants expressed on paper. It is of the first importance that these ideas be gathered fully and completely. Let the advertiser do all the talking; let him empty himself of his ideas. If the salesman, office man or boss has

any ideas or suggestions to make let him make them; let him make rapid sketches if necessary; it is up to him to get the customer's ideas, or to enlarge on them. The advertiser who has made a success of a business through years of hard work has become familiar with certain points and facts about his business and trade that even the advertising agency might not thoroughly appreciate. To satisfy the advertiser and get his work out in a manner that will benefit his business should be the earnest endeavor of the printer in building up his business. Therefore, I would urge the salesman to suggest ideas to the advertiser. Draw him out. If, in your opinion, he is wrong in certain things try to show him the error of his way before the matter is put in type-form - and is not satisfactory. If the suggestions are accepted, carry them on to "the man upstairs," instead of sending them up in the dummy. Tell the foreman all the points pertaining to the work that you have got from the advertiser. To this "the man up-stairs" can add his knowledge of type harmony, his ability as an artist with type, and the result will be a final O. K. on the first proof submitted, instead of the third or fourth, and the advertiser will feel that his printer "knows how." There will be no heavy charges for changes to think out when he pays his bill, and the result all along the line will be for harmony - and profit. Let's get together.

H. E. VAN DOREN.

#### NEW THOUGHT AMONG LABOR ORGANIZATIONS.

To the Editor: WASHINGTON, D. C., June 28, 1910.

The subject of industrial diseases and industrial accidents is receiving more attention than formerly, due to the fact that trades unions are insisting on suitable safeguards and healthful surroundings.

The toll paid by workers in the industrial trades is greater than it should be, owing to the lack of proper protection. Experience has taught us that trades that were formerly characterized as harmful are not so when suitable safeguards are applied.

The old view is changing among the thinkers of the industrial workers. Formerly the chief thought of the wage-earner was for his organization to demand for him a fair wage-scale. But at present other thoughts are paramount, chief of which is that the function of the labor organization shall develop into other ramifications than the wage-scale, and that the wage-scale shall receive only equal consideration with healthful surroundings. The labor leader who does not or will not see the trend of this movement will not retain his leadership.

The trades-union movement has taken on important activities in the past decade that twenty years ago would have been rejected as doubtful if not impossible of successful promotion by craft workers. No longer does the wage-scale alone employ the best thought of officers and leaders, but higher education and more efficient craftsmanship, business methods and cost determination, competition peculiar to certain localities or zones, health safeguards and sanitary conditions, and the prevention of disease in home and workroom are now live questions that more and more engage the attention of all elements among the industrial citizenship of the nation.

Columbia Typographical Union, of Washington, D. C., has but recently indicated the new thought of the labor organization, by creating the Committee for the Prevention of Tuberculosis, and appointing a printer-physician chairman, and at the April meeting the following suggestion to the Scale Committee, which was incorporated in the report of the Committee for the Prevention of Tubercu-

losis, was unanimously adopted by the union, and indicates that the industrial worker is eager for healthful surroundings:

SUGGESTION TO SCALE COMMITTEE.

We desire to say that it is our belief that the time has arrived for the Scale Committee, when it is called upon to renew the contracts for a term of years, to make special provisions for healthful surroundings for the men employed in the composing-rooms. What does it benefit the man to make a few dollars extra a week, if in the earning of that money his life is shortened by unwholesome surroundings?

J. R. ARMSTRONG, M. D.

Compiled for THE INLAND PRINTER.

#### INCIDENTS IN FOREIGN GRAPHIC CIRCLES.

BY OUR SPECIAL CORRESPONDENT.

GERMANY.

FIFTY years ago a printer named Kramer, at Leipsic, invented the method of transferring pictures known as decalcomania.

THE city archives of Nuremburg will have an exhibition of early printed works, manuscripts and drawings, to be held daily from June 5 to August 22.

A FIRM in Barmen has placed upon the market a roller composition whose color is white, which, it is claimed, permits of a better control of the quality and intensity of colored inks.

THE city council of Leipsic appropriated 1,000 marks, to be given the employing printers' association, to aid it in its purpose of assisting a number of journeymen printers to visit the present exposition at Brussels.

ON June 2, Herr Otto Albrecht attained the twentyfifth year of his connection with the F. M. Weiler's Liberty Machine Works, in Berlin. As machinist, he has up to the present set up about three thousand Liberty presses in Germany.

A TYPEFOUNDRY in Frankfurt a. M., swayed no doubt by the honors tendered abroad to America's distinguished citizen, has given the name "Roosevelt" to a new typeface, which is produced in roman, italic and medium-heavy full-face style.

A PETITION of an employer's association to the chancellor of the empire, that women be permitted to work in printing-offices on Saturdays and days preceding holidays longer than the governmentally prescribed limit of 5 o'clock P.M., has been denied.

THE Zeitschrift für Deutschlands Buchdrucker publishes in each issue a list of individuals and concerns that seek advertising from newspapers, upon all sorts of excuses and ingenious propositions, which involve no benefit to the publishers. The lists are headed "Shying at Paid Advertising."

Some manufacturers have put on the market envelopes made wholly of transparent paper. The German Postoffice Department has now decided that such envelopes are not to be accepted for mailing, because the material of which they are made does not take readily the ink of the postmarks and also because it is difficult to write postal notations on it.

THE police department of Berlin now issues a daily sheet (Tagesbericht), for distribution among the members of the police force. It contains brief notices of the important events of a criminal nature and other items having interest for the police, covering Berlin and the neighboring districts so far as the latter have bearing on the metropolis.

A PRINTER near Hamburg, with the suggestive name of Albert Hungerland, "takes the cake" with his cut prices

on printing. For instance, he offers to print 100 visitingcards for 10 cents; 100 address-cards for 18 cents; 1,000 business-cards for 75 cents; 1,000 corner-cards on envelopes for 15 cents, and 1,000 labels for 20 cents. Samples of his work are not at hand, so one can not say whether his work is worth his prices.

DER Allgemeine Deutsche Sprachverein — a society of writers, editors, printers and philologists, whose object it is to discuss, determine and establish correct, pure and elegant German speech, and disseminate knowledge of its determinations — will celebrate its twenty-fifth anniversary, on September 10 to 12, at Dresden, where the first local branch of the society was established.

DURING the visit of ex-President Roosevelt in Berlin many local advertisers made use of his picture in various forms, having him appear in their announcements as buyer, as hunter, as horseman, as orator, etc. A trade paper commented upon this sort of advertising as being less tastful than practical, though it indicated a waking up and a more enterprising spirit in the German advertising world.

OCTOBER 1 of this year marks the twenty-fifth anniversary of the German governmental system of compulsory insurance of workpeople. In this system the employers have to pay a part of the premiums assessed against their employees, who must each carry a specified amount of insurance. Though this sum is quite moderate, the system appears to be giving general satisfaction. Printing employees, as well as other workpeople, are amenable to the regulations of this paternalistic insurance scheme.

DURING the year 1909 there occurred 372 deaths among the members of the German union of printery employees. The causes of death are given as follows: Diseases of the lungs, 142; of the heart, 43; stomach and intestines, 36; throat and breast, 20; liver and gall, 13; kidney and bladder, 8; apoplexy, 7; nervous disorder, 5; lead-poisoning, 5; brain and marrow diseases, 5; wounds and ulcers, 5; results of operations, 5; blood-poisoning, 5; rheumatism, 3; cancer, 3; diabetes, 3; typhus, 1; drowned, 7; suicide, 19; various minor causes, 13; cause not ascertained, 26. This indicates that fully thirty-eight per cent died of consumption, showing that too much care can not be taken to provide sanitary surroundings for workers.

A NUMBER of pastors in Germany and Austria hit upon a new scheme of raising money for the building and maintenance of churches. They mail packages of assorted postcards to lists of picked individuals, accompanied by the request that they be accepted by the recipients and a remittance no less than a stated sum be made for them (larger amounts gratefully taken, of course), "for the good of the cause," but should any recipient not care for the cards or not wish to make a remittance that he return the cards to the sender. While a large number pay for these cards, there are also many others (as is naturally expected) who send the cards back, with an occasional comment on the impertinence of approaching one in this fashion for contributions. There are others again who neither pay for the cards nor go to the trouble and expense of returning them. But these make use of the cards, nevertheless, thus saving many a pfennig which they might otherwise expend in the post-card shops. This and the fact that these pastors are interfering with the traffic of the legitimate dealers in postcards has been viewed as so great a detriment to their business that the German Association of Post-card Wholesalers has petitioned the Prussian minister of religion, education and medicine, requesting that measures be taken to put a stop, in his domain, to this deleterious competition. The extent of the practice may be estimated when it is noted that recently seven mail bags full of these postcards were received daily at the Vienna postoffice from a pastor at Würzburg.

#### ENGLAND.

THE expenses of the last parliamentary election, as given in official returns, for printing, stationery and advertising, between the issue of the writs and the polling dates, was close to \$2,500,000.

MOTOR bookshops, according to the Newcastle *Chronicle*, will soon go touring about England, taking in the country towns and small villages. Three motor vans are being converted into touring bookshops, at Luton, at a cost of \$3,000

THE well-known American inkmaking house of Ault & Wiborg Company, which for eleven years has had a branch in London, has reorganized the latter, under the name of Ault & Wiborg London Company, with a capital of \$50,000. It is a matter for congratulation that the British trade of this concern has been so satisfactory that it now puts its English branch on a permanent footing.

A NOVEL catalogue was displayed at the recent Printing Exposition in London, by Messrs. Hunters, Limited. It consisted of a series of stereoscopic pictures, which showed some fifty varieties of ticket-printing and other machines standing out in full perspective, clear in every detail. It made a very practical and original use of the wonderful effects of stereoscopy, which has hitherto been solely applied to landscapes and other views.

Many stationers may have wondered how the name of their calling has arisen, as the designation "stationer" has no direct allusion to the commodities vended by them. A writer in the London Daily Chronicle offers an explanation, by telling us that the original stationers (or stationarii) were so called because they sold their books upon stalls or "stations" in London, round about St. Paul's, in some cases against the walls of the venerable cathedral itself.

THE printing-press manufactory of Messrs. R. Hoe & Co., in Borough road, London, being cramped for room, additional land has been purchased and an addition to the present works will shortly be erected. Mr. Robert Hoe, eldest son of the lately deceased head of the company, has been in London some time, to acquaint himself with the English branch of the business and to look after the increasing of its producing facilities. He is accompanied by Mr. Oscar Roesen, who for years has been chief of the sales department of the New York establishment.

MR. R. A. PEDDIE, librarian of the St. Bride's Institute, London, is issuing a work entitled "Conspectus Incunabulorum." This is a catalogue of the titles of all of the known books printed in the fifteenth century. Part I, comprising the titles under A and B, is ready and may be obtained from the institute. According to a previous count, by a Mr. Hain, there are 4,184 incunabula under these two letters, but Mr. Peddie lists seventy per cent more, or a total of 7,128. Of these works, according to Mr. Peddie, there are 5,940 in Latin, 414 in Italian, 341 in German, 242 in French, 78 in Dutch and but 28 in English. While those in the Latin language have been preserved in remarkable numbers, those in the living languages have for the most part been lost or destroyed, no doubt being considered less learned and less important. Within recent time Dr. C. C. Bernouilli has unearthed in the city archives of Basel, Switzerland, some fifty examples of fugitive incunabula which were hitherto totally unknown to the bibliographers.

THE document tendering the "freedom of the city of London" to ex-President Roosevelt, during his recent visit

there, was produced by Messrs. Blades, East & Blades, one of England's foremost artistic printing-houses. It is beautifully illuminated, and in style is a modern adaptation of the French Renaissance of the period of Louis XIII. The text of the scroll, an official record of the resolution of the Court of Common Council that the honorable freedom be presented in a gold box to Mr. Roosevelt, and that he be invited to Guildhall, is surrounded by a delicately colored border of national flowers, rose, shamrock and thistle, with vignettes of the Guildhall, Mansion House, St. Paul's Cathedral and London Bridge at the corners. It is further embellished by the armorial bearings of the city, the lord mayor (Sir John Knill), the chamberlain (Sir John Dimsdale) and the town clerk (James Bell, Esq.). In a separate panel at the left is the eagle with shield and motto of the United States, and in a similar panel at the right is a view of the White House.

THAT English newspapers can "get a hustle on themselves," when occasion seems to call for it, is shown by some extraordinarily fast work done in the printery of the London Daily Mail, on the night of the death of King Edward VII., the report of which was received in its office at 12:25 A.M., Friday, May 27. With the exception of those for the last page, all the plates had been cast for the morning edition. These were all discarded, and a new set made in their stead, which meant the recasting of 996 plates, which was all done in time to print an edition of over one million copies before 6 A.M. An entirely changed make-up, with twenty-four columns of special matter, seven special illustrations, all column-rules turned and the whole paper in full mourning, was thus presented to its readers. In two hours and twenty-five minutes 700 plates were turned out. For further special editions, four changed pages were sent, ten minutes later, to the stereotypers, to produce fifty plates from each, and at 4 A.M. a complete extra edition of the Weekly Dispatch was sent to the stereotypers, who cast the plates by 4:25. The demand on the foundry kept on all day Saturday for the evening edition, with the result that inside of twenty-four hours the enormous number of 3,344 plates had been cast on the two autoplates operated in the Mail office.

#### FRANCE.

THE Chandler & Price Company, of Cleveland, Ohio, donated 500 francs to the Red Cross Society, for the relief of sufferers from the overflow of the Seine river early this year.

THE treasury of the mutual benefit association of the employees of the Rey printing-office at Lyons has just been enriched by 100,000 francs, which it won in a drawing of the lottery of the Crédit Foncier.

THERE is in Paris an asylum for children of workers at the book and printing trades. To this the Cercle de l'Imprimerie has just decided to make an annual donation of 1,000 francs, while the syndicate of paper wholesalers follows suit in a yearly offering of 800 francs.

A PRINTER at Bordeaux, M. Gabriel Delmas, in a paper read before a printers' congress at Marseilles, suggests a reform in the sizes of paper, the new plan he offers being a decimalization of the dimensions. The idea has evoked considerable discussion in interested circles, but no determination was arrived at. The proposed dimensions are as follows, stated in centimeters: Pot, 30 by 40; tellière, 35 by 45; couronne or écu, 45 by 55; cavalier or raisin, 50 by 65; petit jésus, 55 by 70; jésus or grand jésus, 55 by 75; soleil, 60 by 80; columbier, 65 by 80 and 65 by 90; grand aigle, 75 by 105; grand monde, 90 by 120. Combined with this is

the idea of a decimalization of the weight of paper, in even steps of 10 grammes, as  $30,\,40,\,50,\,$  etc., grammes per square meter.

RECORD of an early printers' strike has been unearthed in Paris. It occurred near the end of 1791, in the office of a certain M. Baudoin, printer of the *Logographe*, published at 426 rue Saint-Honore. M. Robert Henard gives this account of it: "The inspecting commissaires transported themselves to the printing establishment in the former convent of the Capuchines, where in the basement they found forty-seven presses, which were abandoned. The compositors, whom they found on the first floor, were on a strike, because M. Baudoin, the employer, had introduced female compositors."

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As indicating the comparative value of circular and newspaper advertising, there may be noted the experience of a Parisian business house. This concern mailed 20,000 circulars, at an expense for printing, envelopes, addressing, stamps, etc., of 2,295 francs. It received 29 responses, and subsequent orders that netted a profit of 495 francs. It then expended 1,700 francs on newspaper advertising, which brought 1,100 inquiries and led to 364 sales, upon which a net profit of 3,700 francs was made, or 221 per cent of the advertising expenditure, in contrast to the net loss on the circular advertising of 1,800 francs.

In France the term "lithographes à façon" is applied to those master lithographers who work only for other masters and who never come in contact with customers. The cause for such managers in partibus is given as follows: It had been ascertained in the larger lithographic establishments that profits were not what they should be, because the workmen, instead of conscientiously performing their full duty, did everything they could to drag the work along. Instead of getting 12 to 18 tokens per day off the presses, an easy possibility, they would get but from 10 to 15 tokens, the reason for this stretching out of the work being no doubt the fear of "working themselves out of a job." The proprietors, who had to look out for interest on capital, amortization and some profit, could not be content with such a practice, and in their search for relief from it hit upon the scheme of making middlemen of themselves. They made it possible for some of their workmen to buy small lithographing outfits, and told them, "Rent at our expense some modest working floor and we will give you as much work as you will be able to handle." this method the employers no longer had the onerous duty of watching over the details of getting out the work, but gave their entire attention to finding customers and seeing to the execution of their orders. Then they contracted with their former employees, who had now become in a degree also managers, and who, being now their own bosses, labored harder and delivered more work for the same money than when they were merely employees. They remain producers, stay the whole time in their little shops and never think of seeking custom direct from the public.

#### ITALY.

It is reported that Pope Pius X. will approach those governments (among which is also the United States) which now use the Gregorian calendar of 1582, with a proposition for another calendar reform. The new plan provides for beginning each normal year with a Monday and ending it with a Sunday. New Year's Day, without designation as a weekday, is to precede the first Monday. Easter Sunday, which now oscillates between March 22 and April 25, is to be fixed on April 7, and the other "movable feastdays" are to be also on fixed dates — Pentecost Sunday, for instance, to be on May 26. (Information as to the

disposition of the extra day in leap years is not at hand.) Such a system would be of much interest to printers. Its simplicity and uniformity would save much expense in the composition of calendars, which would remain the same from year to year.

A SYNDICATE of typefoundries, La Società Augusta, at Turin, has instituted a prize competition, offering a first prize of 2,000 lire, a second of 500 lire and a third of 250 lire, for the best design for a new type-face, which it shall be possible to reproduce in all sizes from six to eighty-four point. The competition is open to artists, designers, engravers and printers of all countries. Contestants may each enter several alphabets. Any design not winning a prize, but which the company may desire to use, is to become its property, but the designer will be paid an indemnity of 100 lire for it. The contest closes on March 31, 1911. Those who may be interested can obtain further information regarding this contest by addressing La Società Augusta, at Corso Palermo No. 3, Turin, Italy.

ITALY gave Europe its first lessons in sumptuous bookmaking, and now the Florentine publisher Olschki is to commemorate the jubilee year of the proclamation of the kingdom of Italy, by producing an edition of Dante's "Divina Commedia," in which he expects to vie with the choicest work of the ancient printers. The description of the new edition is like a dream of Sir Epicure Mammon. It is to be printed on hand-made paper, specially watermarked with the head of the immortal Dante, and is to be bound in the finest of leather, with ornate knobs, while the best of Italian workmanship is to be expended upon the hinges and clasps of bronze. The book is to be a royal folio of about six hundred wide-margined pages. The regular edition will cost \$100, but six specially prepared copies will cost \$600 each. The latter are to be printed on parchment, and all the initials and the coats-of-arms of the purchasers are to be illuminated by the minaturist Amedeo Nesi, while the clasps are to be of silver. This new edition of Dante will have added literary worth, as Count Passerini is not only to provide a revised text, but to furnish a commentary to illumine the poem as a work of art and to elucidate its spiritual suggestions, and D'Annunzio will write for it a life of the poet.

#### AUSTRALIA.

THE Master Process Printers of Victoria partook of a "first annual dinner," at Melbourne, early this year. The bill of fare, which surpasses similar ones displaying a peculiar style of wit, was as follows:

#### OPERATORS' INSTRUCTIONS.

Copy. Interior. (Enlarge one-third.)
FIRST ETCH.
Consomme à la Dragon's-blood.
SECOND ETCH.

Fried Fillet Whiting, Le Page's Sauce.
THIRD ETCH.

Lamb Cutlets in Powdered Resin. Green Peas in Sulphate of Copper.

Braised Fillet of Beef, Nitric Acid Sauce. Bitumen Gravy.

Zinc Beans. Kauri Potatoes.

Victoria Pudding, Sauce à la Cyanid. FINISHING ETCH.

Scrap Zinc Dessert. Coffee Out of Square.

Acids to follow in proportion.

#### HUNGARY.

The printers' union of Budapest is arranging for an instructive excursion, from August 13 to 21, to Dresden, Leipsic and Berlin, to visit the larger printing-offices and

inspect the various other things worth seeing in these cities. The cost of the trip is estimated at \$40 per person.

At the behest of the employers' associations, the ministry of commerce of this country has named a commission to put into practice a plan of establishing a trade school for instruction in the various branches of the graphic arts.

THE employees in the printeries of the provincial towns and cities of Hungary, to the number of 945 compositors, 178 pressmen, 126 male and 361 female auxiliary workers, went on a strike, on May 30. The cause for this was the dilatoriness of the employers in assisting the unions in discussing and establishing a new wage-scale, to take the place of one expiring on June 10. On June 7, at the demand of the governmental authorities, a meeting was called, at Budapest, of representatives of employers and employees, to endeavor to come to an understanding. One of the main differences was the endeavor of the employers to restore the nine-hour day, which the employees strongly opposed. After five days of controversy, an agreement was reached, though reports at hand do not give the details of this.

#### ABYSSINIA.

THIS land, with a population of about four millions, is, perhaps, the only country of its size in which no newspaper is published, which is astonishing considering the number of Europeans living in it and the relatively great intelligence of the natives, and especially as in the neighboring Liberia there appears at the capital, Monrovia, a journal, the Liberia Gazette.

#### SWITZERLAND.

THE Gutenbergstube (room devoted to typography), in the Historic Museum of Berne, which is sustained by a special association of printers and others interested, has now on file 134 different periodicals devoted to printing and allied trades. The completed volumes of these are now being bound.

#### JAPAN.

BEGINNING in February last, a new publication in the English language, entitled *The Japan Magazine* (A Representative Monthly of Things Japanese), appears at Tokyo. It is handsomely illustrated.

#### FRENCH OBITUARY NOTE.

Mark Twain delighted in quizzing the translators of his works, and all who have read "The Jumping Frog" will recall the funny retranslation which he made of it, from the French tongue. Here is an item translated—very freely—from a French contemporary review, which would have amused the old pilot:

"Mort de Marc Twain.— The celebrated writer-humoriste American, who went to death the 21 April, in his residence of Stormfield, near the Redding (Connecticut), was in his youngness a worker typograph; of his true name he was called Samuel Langhorne Clemens. He was born at Florida, Missouri, the 30 November, 1835, and entered in apprentisage at the age of twelve years as typographe in the printery du Courrier, in the little village of Hannibal, Mississippi. This is in 1867 that he made his premier voyage in Europe. He died rich, by the product of the sale of his books and the conferences which he gave; this is without doubt in the bottom of the box of the devil (cassetin au diable\*), a mania for which in his infancy must be taken the secret of his devilish inspiration (de sa verve endiablée).

<sup>\*</sup> Hell-box.

#### A STORY OF THE MONTREAL FIRE.

About twenty years ago, Edward Beck worked as a compositor at Detroit, Michigan, was an officer of the local typographical union, and later became managing editor of the Evening News, during which time he conducted a department in THE INLAND PRINTER. Some time ago he went to Montreal, Canada, and was assistant editor of the Herald during that newspaper's recent disastrous fire, in which more than a score of newspaper workers lost their lives.

Mr. Beck was one of the survivors. He not only survived, but marshaled the remaining members of the different departments of the paper and performed the remarkable task of getting out the Herald on schedule time on the day of the fire. Mr. Beck's interesting story of the disaster and his work of issuing the paper four hours after the first alarm was turned in is given as follows in Newspaperdom:

It was just 10:45 o'clock on Monday morning, June 13. The day's paper was fairly in the making. The early copy had been sent up to the composing-room. The reporters had received their daily assignments and most of them were scattered throughout the city. The editors were at work. The Linotypes were grinding out slugs with their customary regularity.

There wasn't the first premonition of trouble in the air.

The Herald runs a column of humorous paragraphs on its editorial page, and I had just taken my foot from the lever of the pneumatic tube after pumping the day's contribution for this column to the composing-room, and had seated myself at my desk, chuckling over the last of the funny paragraphs, when a loud crash as of some heavy piece of machinery falling in a near-by room resounded throughout the building.

"It's some dub pressman let fall a form," I thought.

We were used to noises in the Herald building.

"Crack! C-r-a-s-h! Ba-ng!" still louder.

It sounded as though for variation the pressman might have left his mallet and planer and his quoin-key on the form and had started to grind them up in the press.

Then a detonation like that from a cannon, accompanied or followed by the sound of running water. I looked up.

Twenty yards away the ceiling gaped fearfully. Through an aperture, omentarily growing larger, poured a stream of water, broken plaster, dust, laths, beams, brick, machinery.

Something was surely happening. Then I saw other members of the editorial staff making for the front windows and I followed them. Soon we were standing in a row on the stone ledge looking out upon a sea of upturned faces. Behind us was the steady pour of the débris streaming through the broken ceiling. The walls seemed to shake. It looked as though the entire building were about to collapse.

"Get a ladder!" I yelled.

The crowd gazed fatuously.

We've telephoned for one," some one called back. And then they velled: "Don't jump."

It wasn't nice standing there with the thought that any minute the wall on which we were perched might crumble and go down. Still the June sunshine, as it filtered through the trees across the square, looked good. The cool breeze, too, seemed cheerful after the close atmosphere of the office.

Pretty soon a fireman came from behind and plucked me by the sleeve. "You can go down the stairway if you'd rather," he said.

I dropped back into the editorial room and with my friends went down the stairs."

On the way I stopped to close down the top of my roll-top desk. I changed my office jacket for a street coat, donned my hat and raincoat. Some of the others also waited to gather up personal belongings. If it was to be a retreat let it be an orderly one - not a rout.

Outside I mingled with the throng. I watched the work of rescue going on in the upper floors of the building. I got in the way of the firemen. I was elbowed and jostled by the crowd and jammed by the police.

Flames were breaking out from the upper windows and I saw the maimed and wounded carted away in ambulances. Here and there I came across a survivor of the ruin whom I knew and stopped to exchange con-

gratulations, mingled with regret for those who had been less fortunate. By and by a thought came to me—the *Herald*. To-day's paper. must come out as usual. A fire might destroy the material things, but it

couldn't destroy the soul of a newspaper.

With that thought in mind I edged through the crowd and made my way to the office of the Montreal Gazette, the Herald's morning contemporary. Mr. James S. Brierly, the president of the Herald Company, and the *Herald's* editor, was out of the city when the fire started, and I was unable to communicate with him. In his absence I made a temporary arrangement with Mr. Smeadon White, of the Gazette, for the use of his plant to get out the day's issue.

Then came the task of rounding up the scattered staff. Soon, however, they began to come in - editors, reporters, linotypers, printers. like the reassembling of an army after a pitched battle in which the army Some of the survivors bore the marks of conflict still had been worsted. upon them. Some had bandaged hands and arms. Some bore wounds on their heads and faces. Some were coatless, hatless.

Not much time was spent in discussing the disaster. Some of the men were Herald veterans, who had been through other Herald fires. The paper has been burned out four times during its existence. These talked of other encounters with the elements - like soldiers of the Grand Army assembled

in annual reunion.

Soon everybody was at work. Copy began to come in. The machines began to hum. Order emerged from chaos. Forms were made up and sent to the stereotype-room. Plates found their way to the pressroom.

Occasionally a man would stop to speak a word about one of his comrades whose dead body was in the burning building on the other street. Everybody spoke of Consitt - Consitt, the good-natured, blithe young fellow who had come in a few months before from a little town in Ontario - Consitt, who made up the editorial page and who was unusually obliging. Everybody was sorry for Consitt.

The afternoon wore on, and pretty soon I was reading the complete

story of the fire in my own paper and in that of the rival afternoon papers, and making comparisons. The sense of personal concern in the matter was almost wholly lacking. It seemed as though I had always been working in the Gazette office, although up to that day I had not stepped inside the Gazette building.

Then a lad came up and told me that a lady wanted to see me on the ground floor. Conscience-smitten I fled down the three flights of stairs and at the foot my wife rushed into my arms.

"Why didn't you phone me that you were out of danger?" she asked. I hadn't even realized that I was in any danger.



LIVING STATUARY. Photograph by E. M. Keating.

#### HANDY NEWSPAPER ASSIGNMENT BOOK.

Frank H. Williams, city editor of the Fort Wayne (Ind.) News, has invented a book for keeping track of reporters' assignments, and other data that must be referred to at frequent intervals during the day. The pages are divided into headings, "Stories to Be in To-day," "Assigned To," "Date of Assignment," etc., and there is a large space for articles and features to be looked up on a given date. Each page measures 91/2 by 12 inches, and one is devoted to each day in the year. The binding is strong, and will stand a lot of wear and tear on the desk of the city editor, for whose use it is specially designed.

### MUSICAL INSTRUMENTS AND SHEET MUSIC



for 1910

THE
MARSHALL & JACKSON
COMPANY

376 MADISON AVENUE, HARRIS, MAINE

# The Marshall & Jackson Company

Musical Instruments



Catalogue for 1910

376 Madison Avenue Harris, Maine

The Marshall & Jackson Company

Musical Instruments and Sheet Music

M

Catalogue for 1910

376 Madison Avenue BARRIS, MAINE

Second Place. By J. F. Tucker, New Philadelphia, Ohio.

Third Place. By F. L. Crocker, Jersey City, New Jersey.

Catalogue for 1910

MUSICAL INSTRUMENTS

AND

SHEET MUSIC



THE MARSHALL & JACKSON COMPANY 376 Madison Avenue HARRIS, MAINE

Fourth Place. By Wm. C. Magee, Philadelphia, Pennsylvania.

The Marshall & Jackson Company

Musical Instruments and Sheet Music

> CATALOGUE FOR 1 9 1 0

376 Madison Avenue HARRIS, MAINE

Fifth Place. By Geo. E. McCabe, Grand Haven, Michigan.

CATALOGUE FOR 1910

The Marshall & Jackson Company

> Musical Instruments and Sheet Music



376 Madison Avenue Harris, Maine

Sixth Place. By G. L. Mathews, Jacksonville, Florida.

The Marshall & Jackson Company

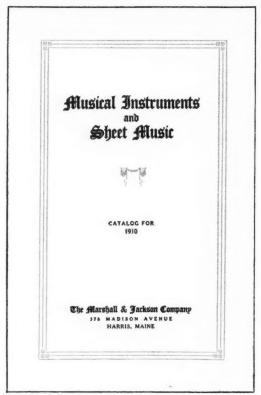
> Musical Instruments and Sheet Music



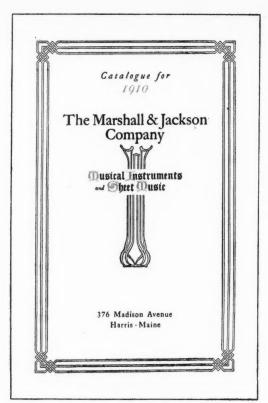
Catalogue for 1910

376 Madison Avenue, Harris, Maine

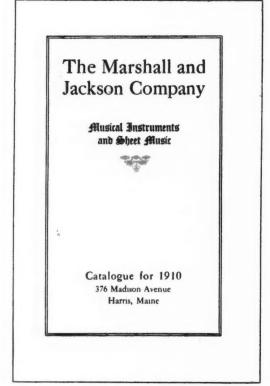
Seventh Place. By Michael Edmeyer, St. Paul, Minnesota.



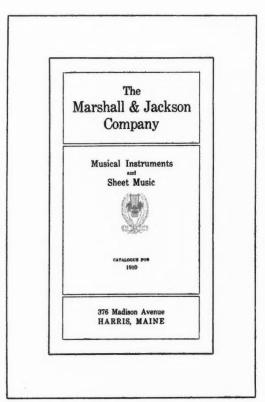
Eighth Place. By Philip L. DeWitt, Rockford, Illinois.



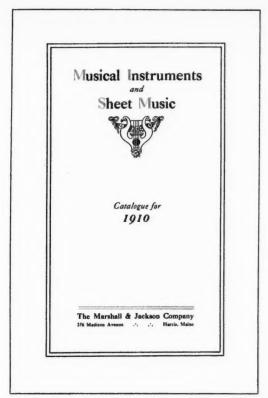
Ninth Place. By L. C. Wehrum, Chicago, Illinois.



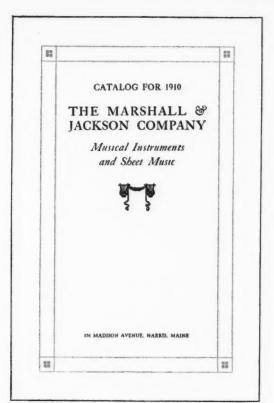
Tenth Place. By I. F. Chase, Jr., Arctic, Rhode Island.



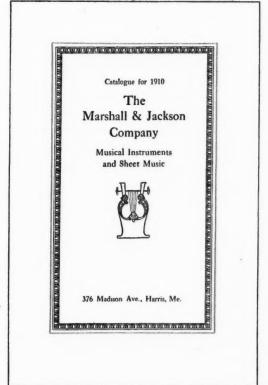
Eleventh Place. By Albert G. Ernst, Buffalo, New York.



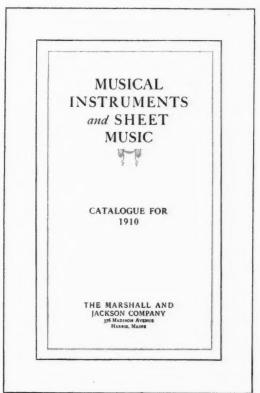
Twelfth Place. By Chas. R. Waters, Chicago, Illinois.



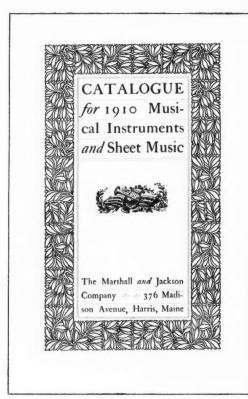
Thirteenth Place. By Harry Freeburg, Irwin, Pennsylvania.



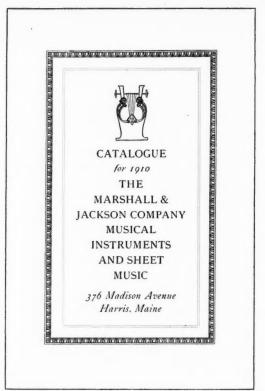
By Will J. Cota, Burlington, Vermont.



By W. De Fabritis, Waterbury, Connecticut.



By James A. Georgeson, Dundee, Scotland.



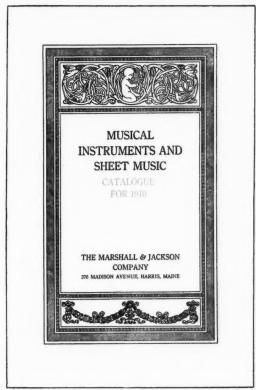
By Will J. Cota, Burlington, Vermont.

## The Marshall & Jackson Company Musical Instruments and Sheet Music CATALOGUE FOR 1910

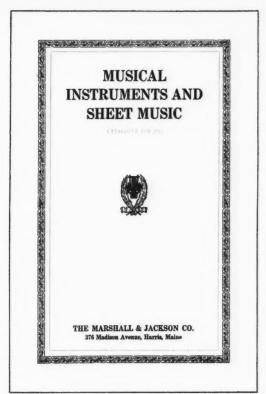
376 Madison Avenue Harris, Maine MUSICAL
INSTRUMENTS AND
SHEET MUSIC
CATALOGUE FOR 1914

Harris, Maine
THE MARBHALL & JACKSON CO.
376 Madison Avenue

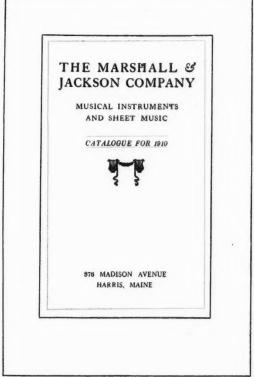
By Theodore Backen, New York city.



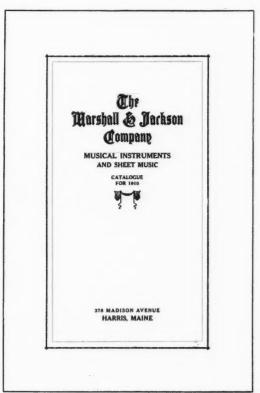
By Arthur Nelson, Brooklyn, New York.



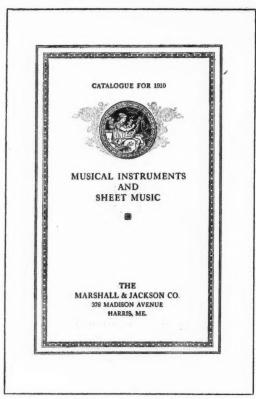
By Theodore Backen, New York city.



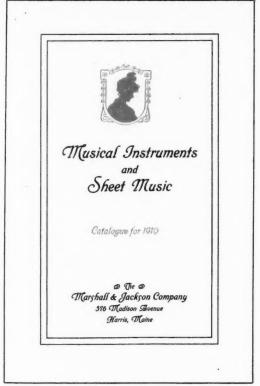
By J. Burton Brown, East Weymouth, Massachusetts.



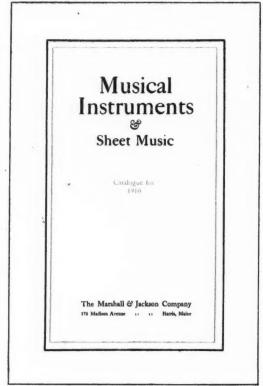
By Frank H. Cook, Los Angeles, California.



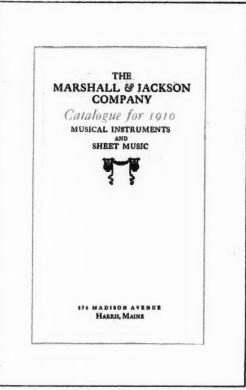
By E. A. Frommader, Moline, Illinois.



By Geo. B. Carmichael, Dundee, Scotland.



By Albert Prastmark, Crary, North Dakota.



By F. L. Harness, Warrensburg, Missouri.



BY F. J. TREZISE.

In this series of articles the problems of job composition will be discussed, and illustrated with numerous examples. These discussions and examples will be specialized and treated as exhaustively as possible, the examples being criticized on fundamental principles—the basis of all art expression. By this method the printer will develop his taste and skill, not on mere dogmatic assertion, but on recognized and clearly defined laws.

When we received nearly one thousand entries in the business-card contest, recently conducted in this department, it was thought that the limit had been almost reached, but the title-page contest had in store an even greater surprise. Of course, we did not expect nearly as many entries in this contest as in the previous one. While every job compositor sets business-cards, many of them do not have the opportunity to work on title-pages, and for this reason it was to be expected that the number with confidence in their ability along this particular line would be considerably less. We estimated the probable entries at about half the number of those in the card contest. Instead of that, there were nearly eight hundred — a showing unparalleled in contests of this character.

And they came from almost everywhere. New York, Massachusetts, Minnesota, Michigan, Texas, Nebraska, Montana, Maine, Pennsylvania, Tennessee, Louisiana,



Frank L. Siddall, Kearney, N. J. First place.

Oklahoma, Illinois, Wisconsin, California, Iowa, Ohio, Missouri, Rhode Island, Kansas, West Virginia, Washington, Colorado, Alabama, Connecticut, New Hampshire, North Carolina, Indiana, Maryland, South Carolina, Virginia, Kentucky, Florida, District of Columbia, New Mexico, New Jersey, North Dakota, Vermont, Utah, Oregon and South Dakota were represented, as were also Canada, Scotland, England, Hawaii, Germany, Mexico and Bermuda.

The first prize, \$25, was won by Frank L. Siddall, Kearny, N. J.; the second prize, \$15, was won by J. F.

Tucker, New Philadelphia, Ohio; the third prize, \$10, was won by F. L. Crocker, Jersey City, N. J. The ten \$3 prizes were won by William C. Magee, Philadelphia, Pa.; George E. McCabe, Grand Haven, Mich.; G. L. Mathews, Jacksonville, Fla.; Michael Edmeyer, St. Paul, Minn.; Philip L. De Witt, Rockford, Ill.; L. C. Wehrum, Chicago, Ill.; I. F. Chase, Jr., Arctic, R. I.; Albert G. Ernst, Buffalo, N. Y.; Charles R. Waters, Chicago, Ill., and Harry Freeburg, Irwin. Pa.

The specimens, as a whole, were excellent. In fact, there were so many good examples that the judges —



J. F. Tucker, New Philadelphia, Ohio. Second place.

Messrs. W. E. Stevens, Arthur W. Stutes and William H. Shaffer — were not to be envied in their task of selecting the prize-winners. That they did their work conscientiously and with painstaking care the results will attest. We show, in the eight-page insert in this issue, the thirteen winning designs, together with twenty-four others, the latter being selected with a view to showing the wide range of ideas submitted by the various contestants.

Following are brief biographies of the prize-winners:

Frank L. Siddall.—Served apprenticeship in the offices of the West Hudson Press and Baker Printing Company, of Newark, New Jersey. Now employed as compositor by The Osborne Company, of Newark. Twentyseven years of age.

J. F. Tucker.—Served apprenticeship in job-printing office of A. V. Donahey, New Philadelphia, Ohio. Now foreman in shop of Marsh Printing Company, which was formerly the Donahey shop. Twenty-seven years of age.

F. L. Crocker.—Served apprenticeship in the office of Douglas, Taylor & Co., New York. Now foreman of the job department of the Federal Printing Company, New York. Thirty-seven years of age.

William C. Magee.—Served apprenticeship in the office of John T. Palmer Company, Philadelphia, Pennsylvania. Now instructor with the Lanston Monotype Company. Thirty years of age.

Geo. E. McCabe.—Served apprenticeship in the office of F. H. McCulloch & Co., Austin, Minnesota. Now manager of the printing department of the Challenge Machinery Company, Grand Haven, Michigan. Thirty-two years of area

Michael Edmeyer.— Served apprenticeship with Lewis' Ledger, Cannon Falls, Minnesota. Now with the H. W. Kingston Company, St. Paul, Minnesota. Twenty-two years of age.

Philip L. DeWitt.—Served apprenticeship with Illinois Stationery Company and Wilson Brothers Company, of Rockford, Illinois. Now foreman for Wilson Brothers Company. Twenty-three years of age.

L. C. Wehrum.— Served apprenticeship in Chicago offices. Now foreman for P. F. Pettibone & Co., Chicago. Thirty-two years of age.

I. F. Chase, Jr.—Served apprenticeship in the office of I. F. Chase & Son, Arctic, Rhode Island. Now in charge of same office. Thirty-seven years of age.



















Albert G. Ernst .-- Served apprenticeship in the office of the Mathews Northrup works, Buffalo, New York. Now with R. H. Connor & Co., of same city. Thirty-four years of age.

Harry Freeburg .- Served apprenticeship with Irwin Republican Standard, Irwin, Pennsylvania. Now foreman in printing department of the Westinghouse Electric & Manufacturing Company, East Pittsburg, Pennsylvania. Twenty-five years of age.

The unusual success which has attended these contests in typography, and the many letters which we have received voicing an appreciation of the good resulting therefrom, speak for their continuation, and in the next number of THE INLAND PRINTER will appear the announcement of a new contest. We trust that, with the hearty coöperation of our readers, it will be the most successful of all.

The following is a complete list of the contestants:

Adams, A. Sidney, Silver City, N. M. Allman, Frank J., Southbridge, Mass. Anderson, A. L., Menominee, Mich. Anderson, Jas. E., Fremont, Ohio. Andrus, Oliver G., Newark, N. J. Backen, Theodore, New York, N. Y. Bailey, Edward E., Centre Hall, Pa. Baird, Robt., Jr., Glasgow, Scotland. Bauer, Friedrich, Hamburg, Germany. Barnes, John T., Stockport, Eng. Bartels, Samuel, Brooklyn, N. Y. Bay, Chester, Williamsport, Pa. Bayer, Arthur, Woodbury, N. J. Beadles, W. T., Mayfield, Ky. Bean, Sam H., Asheville, N. C. Beimer, Y. U., Kalamazoo, Mich. Beham, Harry F., Ashtabula, Ohio, Bennett, Boyd H., Paducah, Ky. Bernard, D. W., Burlington, N. C. Berringer, C. A., Newport News, Va. Biegert, Wm., Brooklyn, N. Y. Biggs, Lloyd E., Lincoln, Neb. Birden, Louis, Jamestown, N. Y. Bisbey, G. W., Los Angeles, Cal. Bishop, N. E., Nashville, Tenn. Bissinnar, Aza, Columbia, S. C. Black, Eli, Cleveland, Ohio. Blackburn, H. S., Tacoma, Wash. Blomquist, Harvey L., Great Falls,

Bogasse, Sam L., Raleigh, N. C. Bolson, Louis, Sioux Falls, S. D. Bonin, Louis, Newark, N. J. Boser, Oskar, Kiel, Germany Bracken, Le Roy, Charlotte, N. C. Bradshaw, W. G., Saratoga Springs,

N. Y. Brainerd, F. J., Mountain View, Cal. Breakiron, C. A., Meadville, Pa Brecht, William A., Minneapolis, Minn. Etchberger, Roy S., Baltimore, Md. Brizzie, H. G., Meriden, Conn. Evans, Alfred N., Columbia, Mo. Brock, W. E., Los Angeles, Cal. Brockman, Edw. E., Portland, Ore. Brodie, R. A., Portland, Ore. Bronson, Earl E., Los Angeles, Cal. Brooks, H. F., Jacksonville, Fla. Brown, J. Burton, East Weymouth,

Brown, Wallace E., Springfield, Mass. Brown, Wm. B., Kansas City, Mo. Browne, Arthur W., Mountain View, Cal.

Buenger, Geo. M., New York, N. Y. Burge, E. F., St. Joseph, Mich. Business Printing Co., Louisville, Ky. Cain, Al. S., Provo, Utah. Carmeion, James G., Toronto, Can. Carmichael, Geo. B., Dundee, Scotland. Casch, W. W., Mexico City. Cashman, H., Warrensburg, N. Y. Cassie, W., Dundee, Scotland. Chamberlon, E. E. C., Littleton, N. H. Chase, I. F., Jr., Arctic, R. I. Chilton, John Irby, Montgomery, Ala. Clark, E. P., Maplewood P. O., Mo. Cobb, John, St. Anthony Park, Minn. Coe, P. J., Stillwater, Minn. Coffett, R. M., Junction City, Kan.

Coleman, G. C., Lynchburg, Va. Compton, C. H., St. Louis, Mo. Cook, Frank H., Los Angeles, Cal. Corya, W. A., Pittsfield, Mass. Cota, Will J., Burlington, Vt. Coulson, Ed W., Elwood, Ind. Cox, S. H., Toronto, Can. Craig, Omar C., Tarentum, Pa. Cramer, Geo. C., Peoria, Ill. Crist, Frank E., Harrisburg, Pa. Crokap, Fred, Milwaukee, Wis. Croker, F. L., Jersey City, N. J. Crowson, Harold B., McColl, S. C. Daniel, Ed. Del Rio, Tex. Daugherty, E. E., Oil City, Pa. Davis, H. B., Lilly, Pa. Davis, J. H., Cleveland, Ohio, Deammer, William J., New York, N. Y. De Fabritis, W., Waterbury, Conn. De Witt, Philip L., Rockford, Ill. Dellert, William C., Brooklyn, N. Y. Devlin, R. E., Saratoga Springs, N. Y. Dinn, Wm. F., New York, N. Y. Dittmann, H. G., Milwaukee, Wis. Dixon, Thos. H., Buffalo, N. Y. Doan, Beni, H., Jersey City, N. J. Dodd, W. L., Post City, Tenn. Dress, Alfred D., Dubuque, Iowa. Dressler, Warren S., Camden, N. J. Duggan, P. A., Chicago, Ill. Dunn, C. M., Jamestown, N. Y. Eby, N. P., Waterloo, Iowa. Edmeyer, Michael, St. Paul, Minn Ekenstein, Bernard, Providence, R. I. Engelhart, Harry C., Brooklyn, N. Y. Enler, John C., Meadville, Pa. Erickson, F. S., Chicago, Ill. Ernst, Albert G., Buffalo, N. Y. Erwin, J. E., Hudson, N. Y. Evans, A. R., Newport, N. H. Evans, Earl G., Putnam, Conn Evans, Emlyn E., Oneonta, N. Y. Fallon, C. J., New York, N. Y. Fee, Chas. W., Chicago, Ill. Fesler, Frank, Foley, Ala. Forster, Joe W., Lineville, Iowa. Foster, C. A., Lake Geneva, Wis. Ferguson, J. L., Pawnee, Okla, Fernald, Wm., Brooklyn, N. Y. Fisher, John J., East Walpole, Mass. Flavhart, W. H., Baltimore, Md. Floody, W. H., Albany, N. Y. Flowers, A. J., St. Mary's, W. Va. Fowler, E. D., Greenboro, N. C. Fox, Edward G., St. Louis, Mo. Franklin, B., Aransas Pass, Tex. Franks, H. R., London, Can. Franz, Alex, Charlotte, Mich. Frazier, J. L., Lawrence, Kan. Freeburg, Harry, Irwin, Pa. French, W. R., Rockford, Ill. Frommader, E. A., Moline, Ill. Galyon, John R., Chattanooga, Tenn. Garden City Press, Litchworth, Herts,

Eng.

Gay, Harry D., Hartland, N. B.

Georgeson, James A., Dundee, Scotland. Kneeland, J. B., Waukegan, Ill. Gerndt, E., Wasau, Wis. Gilbert, W. G., Scranton, Pa. Gilman, George P. B., Roxbury, Mass. Gleason, E. F., Worcester, Mass Godwin, Sanford, Charlotte, N. C. Gomes, August P., Honolulu, Hawaii. Gomes, J. P., Honolulu, Hawaii. Grady, M. O., Regina, Sask, Grant, C. O., Chicago, Ill. Gray & Goodland, St. Johns, New-

foundland. Gray, Frank P., Pittsfield, Mass. Green, George W., Scranton, Pa. Green, H. Emmett, Anthony, Kan. Greene, Elwyn P., Homer, Mich. Greenlee, Walter R., Oak Park, Ill. Gress, W. B., Brooklyn, N. Y. Griffiths, J. Arthur, Washington, Pa. Gustafson, Paul, Lindsborg, Kan. Hagenab, A. H., Minneapolis, Minn. Hall, Howard C., Asheville, N. C. Hallett, A. G., East Liverpool, Ohio. Hammer, Carl, Missoula, Mont. Handley, Walter H., Toronto, Can. Haney, J. P., Baltimore, Md. Hanson, J. L., Woonsocket, R. I. Hardy, E. M., Jacksonville, Fla. Harle, Robert W., Newcastle-upon-

Tyne, Eng. Harmony, C., Sapulpa, Okla. Harness, F. L., Warrensburg, Mo. Hart, George S., Highbury, N. London,

Eng. Hartenstein, Fred C., Rockville, Conn. Hassett, B. C., Memphis, Tenn. Hathaway, F. W., Charlotte, N. C. Hawkins, A. D., Springfield, Ill. Hawkins, Sam, Syracuse, N. Y. Hefley, W. E., Sac City, Iowa Hemperly, Wm. B., Jr., Williamsport,

Pa. Henley, Chester C., Missoula, Mont. Henser, Emil. Pittsburg, Pa. Hering, F. L., Sussex, N. J. Hewitt, Hugh M., Boston, Mass. Higgins, Chas. H., Sioux Falls, S. D. Hinkle, A. D. C., Nashville, Tenn. Hogard, W. P., Lincoln, Neb. Holonbeck, Frank, Chicago, Ill. Holt, John M., Carthage, Tex. Honroyd, Geo. P., Pittsfield, Mass. Horvath, Michael J., Scranton, Pa. Howland, Chas., Lockport, N. Y. Howser, Ernest L., Kansas City, Mo. Huneycutt, C. E., Charlotte, N. C. Hunt, A. W., Atchison, Kan Hussion, Thomas A., Jr., Galveston,

Tex. Iyldsley, Robert, New York, N. Y. Jackson, Joseph A., St. Louis, Mo. Janda, Chas., Chicago, Ill. Jaques, P. M., Jacksonville, Fla. Jenkins, W. C., Jamestown, N. Y. Jenks, Lark G., Rochester, N. Y. Johannson, Heinrich, Kiel, Germany. Johnston, C. J., Brooklyn, N. Y. Jones, Edwin F., Newport, N. H. Jones, Robt. M., Leavenworth, Wash. Jones, Warren P., Missoula, Mont. Kaiser, John M., Chicago, Ill. Karr, Mylo G., Chicago, Ill. Kase, Ralph S., Warren, Pa. Kauffman, E. H., Muskegon, Mich. Kay, John, New York, N. Y. Keating, Louis, Chicago Keim, Henry J., Meadville, Pa Kelly, J. W., Buffalo, N. Y. Kellow, Charles L., Greeley, Colo. Kinch, Wm., Grafton, W. Va. Kinner, B., Cuba, N. Y. Kinney, R. D., Alexandria, Minn. Klaffenback, Clarence E., Muscatine, Iowa.

Kline, B., New York, N. Y. Kline, Norman E., Flemington, N. J.

Kotsybar, John, Cleveland, Ohio, Kunch, Fred, Berwyn, Ill. Ledbetter, J. W., Vinita, Okla. Leggett, H. W., Ottawa, Can. Lehr, L. L., Pittsburg, Kan. Lewis, J. Warren, Ogden, Utah. Lilliston, O. L., Philadelphia, Pa. Linto, William Stanley, Gloversville, N. Y.

Littlepage, Posey, Madisonville, Ky. Locke, Ross, Clyde, Ohio. Looney, W. E., Dallas, Tex. Lord, Victor M., Salem, Mass. Lorentz, P. H., Buckhannon, W. Va. Lueneberg, Raymond H., Lakefield, Minn.

Luna, Wm., Memphis, Tenn. Lyle, Chester A., Washington, D. C. Macbeth, Geo., Buffalo, N. Y. McCabe, Geo. E., Grand Haven, Mich. McCaughan, J. H., Albany, N. Y. McComsey, H. L., Waukegan, Ill. McConnell, W. G., Toronto, Ont. McCormack, A., Winthrop, Mass. MacDonald, Hugh W., Bristol, Conn. McGrory, E., New York, N. Y. McIntyre, A. C., Oconor McLellan, F. J., Chicago, Ill. McNeil, L. H., Findlay, Ohio. Magee, Wm. C., Philadelphia, Pa. Magnuson, G. C., Jamestown, N. Y. Margan, Frank P., Amarillo, Tex. Marshall, K. R., Wyoming, Iowa. Martin, G. H., Geneseo, Ill. Martin, Dot, Uvalde, Tex. Martinson, Art, Merrill, Wis. Maszotas, Leo, Trenton, N. J. Mathews, G. L., Jacksonville, Fla. Meier, Frank B., Syracuse, N. Y. Merath, Frank J., Galveston, Tex. Metz, A. W., Scranton, Pa Metz, August, Brooklyn, N. Y. Metzger, Conrad C., N. Tonawanda,

Merrill, C. A., Farmington, Me. Mikuleeky, Emil, Chicago, Ill. Mills, Rush, Montgomery, Ala. Moore, C. Spencer, & Co., Charleston,

W. Va. Monsler, Otto H., Milwaukee, Wis Morawetz, F. M., Racine, Wis. Moriarty, J. F., New Orleans, La. Morley, Wm. A., Glasgow, Scotland. Morrison, Geo. A., Lansing, Mich. Mounstephen, H. E., Toronto, Ont. Murnan, Unger C., Washington, D. C. Nash, John C., Cheshire, Mass. Neate, John L., Victoria, B. C. Nebrensky, V. E., Chicago, Ill. Neiswanger, O. W., Colby, Kan. Nelson, Arthur, Brooklyn, N. Y. Nelson, Olaf, Brooklyn, N. Y Ness, A. K., Cheboygan, Mich. Newcomer, R. A., Elgin, Ill. Nightengale, B. W., Horton, Kan. Noe, Vance R., Estherville, Iowa. Noel, Vance R., Estherville, Iowa, Nottage, W. J., Hillsboro, Ore. Novogrod, B., New York, N. Y. Nuhn, A. L., Warren, Pa Ott, Stephen, Marion, Ind. Oslin, J. G., Kerrville, Tex. Packard, W. H. B., Tenaffy, N. J. Patterson, J. E., Meaford, Ont. Peck, Lynn J., Oneonta, N. Y. Peebles, W. A., Asheville, N. C. Perry, D. H., Pond Creek, Okla. Peter, Alfred, New York, N. Y. Peterson, Emile, Galveston, Tex. Peterson, Eric, Fort Wayne, Ind. Peterson, E. F., Galveston, Tex. Phelps, Claude, Three Rivers, Mich. Phillips, J. George, Silver City, N. M. Pierce, Orrin F., New Bedford, Mass. Pollock, Richard, Dundee, Scotland.

Porter, D. A., Minneapolis, Minn.
Powers, Thomas J., Chicago, Ill.
Prastmark, Albert, Crary, N. D.
Prouty, W. Estell, Sac City, Iowa.
Pusch, Edwin, Cripple Creek, Colo.
Quality Press, The, Omaha, Neb.
Rabel, Herman, Osterwieck, Germany.
Radke, Arthur, Milwaukee, Wis.
Rankin, J. W., Corinth, Miss.
Ranney, W. B., Penacook, N. H.
Rawnsley, Joseph, Jamestown, N. Y.
Reblin, Austin M., Boston, Mass.
Redd, C. C., Wilmington, N. C.
Reid, A. Fraser, Lethbridge, Alberta,
Can.

Reinhard, August E., Brooklyn, N. Y. Richard, H. E., Little Falls, Minn. Riggs, Albert R., Cincinnati, Ohio. Ringley, Frank, New Albany, Ind. Roberts, A. C., Lincoln, Neb. Robey, C. W., Grinnell, Iowa. Rogers, T. A., Paducah, Ky. Rose, R. R., Vancouver, B. C. Rosenstein, Emanuel, Dyersburg, Tenn. Roster, Chas., St. James, Mo. Rotsaert, M., Portland, Ore. Rudd, Joseph, Warrington, Lancashire, Eng.

Rudgin, H., Roxbury, Mass. Rudin, Louis E., Jamestown, N. Y. Rudig, Ollie, Portland, Ore. Saner, Frank, Chicago, Ill. Senford, Mort W., Faribault, Minn. Sargent, Leon C., Manchester, N. H. Scarff, Geo. M., New York, N. Y. Scott, Kenneth, Tillsonburg, Ont. Scharman, Felix H., Adams, Mass. Schiefelbein, Emil G., St. Louis, Mo. Schlick, Roy N., Newark, N. J. Schoff, Ernest, St. Joe, Mich. Seitz, George F., Philadelphia, Pa. Severson, Eva Mae, Newark, N. Y. Shaninger, Edward, New York, N. Y. Shepherd, R. W., Portsmouth, Va. Shields, P. C., Nashville, Tenn. Shoup, Arthur N., Indianapolis, Ind. Shrontz, E. W., Kansas City, Mo. Siddall, Frank L., Kearny, N. J. Siegel, Philip S., St. Louis, Mo. Silverman, Louis, Chicago, Ill. Simkins, C. E. J., Palo Alto, Cal. Simmons, Walter H. L., Hamilton, Bermuda.

Skelly, Chas. F., Altoona, Pa.
Smallfield, W. H., Renfrew, Ont.
Smith, H. P., Rockford, Ill.
Smith, H. S., Colorado Springs, Colo.
Smith, Levi L., Bonner Springs, Kan.
Sniffen, Wm. L., Port Chester, Conn.
Snyder, S. G., Marengo, Iowa.

Speth, John G., Chicago, Ill. Stampfl, John, Cleveland, Ohio. Starr, F. D., Watsonville, Cal. Stephens, E. R., Hoosick Falls, N. Y. Steuerwald, F. A., Pittsfield, Mass. Stone, Jack, Del Rio, Tex. Streeter, Ronald T., Worcester, Mass. Swenson, Adolph, Chicago, Ill. Swift, Charles A., New York, N. Y. Taylor, Clarence E., Port Chester, N. Y. Taylor, Geo. G., Allentown, Pa. Thompson, W. W., Harrisburg, Pa. Thomson, Ray A., St. Clair, Mich. Thurston, G. Fred, Littleton, N. H. Tiemann, Edw. C., Detroit, Mich. Tressider, Chas. W., Renfrew, Ont. Tressider, J. M., Renfrew, Ont. Tucker, J. F., New Philadelphia, Ohio. Twyman, T. G., Ottawa, Ont. Van Etten, Grant, New York, N. Y. Van Seiver, Howard, Norfolk, Va. Vaunchen, Martin, Waukegan, Ill. Verburgt, J. P., Milwaukee, Wis. Vincent, M. L., Boston, Mass. Vogeltanz, J., Montville, Conn. Von Konsky, Walter, San Francisco,

Cal. Vorwald, Caspar, Edwardsville, Ill. Walker, H. A., Billings, Mont. Wallace, Lew O., Anderson, Ind Wallace, W. Forrest, Haverhill, Mass. Waters, Chas. R., Chicago, Ill. Wegscheider, Rob, St. Paul, Minn. Wehrum, L. C., Chicago, Ill. Wendrich, Robert, Cologne, Germany. Westcott, Fred G., Grand Rapids, Mich. Westerlund, Alva M., Asheville, N. C. Westlund, A. N., Davenport, Iowa. Whetstone, W. W., Cherryvale, Kan. White, Chas. D., Los Angeles, Cal. White, L. H., Campbell, Tex. White, S. H., Rock Hill, S. C. Whitman, Irvin C., Dexter, Me. Wilcox, G. A., Syracuse, N. Y. Wildermuth, Emil, St. Louis, Mo. Wilkinson, E. Joseph, Brooklyn, N. Y. Williams, Frank, Jersey City, N. J. Williamson, R. C., Des Moines, Iowa. Wilson, Clarence V., Milwaukee, Wis. Wilson, R. M., Lockhart, Tex. Wismer, H. D., Fulton, N. Y. Witt, Martin, Brooklyn, N. Y. Wold, Oscar J., Fargo, N. D. Wolf, Frank J., Denver, Colo. Wood, B. G., Corry, Pa. Wood, F., Pontiae, Ill. Woodis, Winfred A., Worcester, Mass. Yarbrough, Theo., Weatherford, Tex. Yarroll, F. W., New Britain, Conn. Yule, Jas. B., Chicago, Ill. Zimmerman, L. A., St. Joseph, Mo.

Written for THE INDAND PRINTER.

#### AN INFANT SHOP.

BY LEON IVAN.



HE other day I ran up against an old friend, Bill Johns, who inquired how the world was using me. I said I was off duty for a few days, waiting for something to turn up at the shop, whereupon Bill smiles and says:

"You are just the guy I am looking for. I am in business for myself now in a little one-horse dump, but I have a large order to be turned

trious all-around man to lend a hand for a few days."

Gee! I was wondering what the stupendous job could be and asked what it was and how many beans were in it.

"Well, it is a shade-cloth book, these little sample-books."

out this week, and what I want is a capable, sober, indus-

I grinned all over to think he was worrying over such a trifle. An agreement was made and I was at the firm's doors at early time. After trying both doors I sat down to wait until the boss showed up.

The first thing I saw was several piles of shade-cloth setting in an 8 by 10 print-shop. I took off my coat and started to stir things up. First, the stock must be cut. I went over and took a pike at the cutter. It was an infant, and as soon as my blinkers lit on it I could see that it would never be able to swallow those hunks of stock. So me and the boss had to fold the stock in half or cut it by hand, and we preferred folding it, which took a long time; then we cut it, which was another slow job, as only a little dab could be cut at a time.

When we had the stuff cut we had little piles of red, blue, green, etc., lying all over the place, to say nothing of the waste ends which filled all the uncovered spots on the floor. Me and the boss were up to our middles in the rubbish, and I suggested we haul some out and make a bonfire before the job and ourselves got swamped.

"Now, Slug," said Bill, "You get the press ready, while I set up the inserts; and you can run off the numbers."

It took but a few seconds to get the Gordon ready and I started off at top speed, when all of a sudden the stock on the feed-board all curled up and sputtered on the floor. The boss started to cuss and we both laid off and tussled with the sheets until we had them all laid out flat on their backs, and, believe me, it was a d—l of a job. Then I went to work and run the things off. After this was done there was a surprise in store for me. I must be bindery girl, with the boss for forelady. We must gather these sheets, glue, stitch, strip and trim them, and the week was advancing rapidly.

Say, when we got the bindery started all we needed was some skirts and a few puffs to be the real thing. I was already chewing gum. I got so as to be able to pick up the sheets back and forth with hardly any mistakes. The stitcher was worked by foot-power and did first-rate work. It looked so much like a sewing machine that I imagined I was a dressmaker just learning the trade. Now, to strip the books—a thing I never did in my life. But I soon learned how, although I went about the pace of a snail.

It was getting near the end of the week, but by hustling we got the books trimmed, packed and shipped.

Say, I was glad to take my wad when Saturday came and fly the coop. No baby joints for me, where you have to be comp., feeder, cutter and bindery girl. Why, I had to can my breeches. I was like a magnet—everything I touched stuck to me.

#### ELEGY WRITTEN IN A COUNTRY ROAD.

The curfew tolls the knell of parting day,

The lowing herds wind slowly o'er the lea.

The plowman homeward rides, and on the way

He gayly toots his auto horn at me.

The boast of limousine and much horse-power,
And all that engine and magneto spell,
Await alike the inevitable hour —
The paths of speeding lead you to the cell.
— New York Mail.

— New Y
Here lies his head upon the lap of earth,
A youth to fortune and to fame unknown;

The auto hit him for all it was worth,

And then sped on and left him here alone.

— Houston Post.

Haply some hoary-headed swain may say:
"I seen him when he passed and noticed how
He seemed to want to hurry on his way—

I got his number, but fergit it now."

— Chicago Record-Herald.



BY F. J. TREZISE.

Under this head will be briefly reviewed brochures, booklets and specimens of printing sent in for criticism. Literature submitted for this purpose should be marked "For Criticism," and directed to The Inland Printer Company, Chicago.

Postage on packages containing specimens must not be included in packages of specimens, unless letter postage is placed on the entire package.

H. E. OPEL, Freeport, Illinois.— Your card is exceptionally attractive—one of the neatest that we have seen in some time.

Burroughs, Wellcome & Co., London, England.—The booklet is attractively gotten up, the cover being unusually striking.

Chas. E. Wing, Chattanooga, Tennessee.—The letter-head is original in design and very clever. We find nothing whatever to criticize.

WALLENDER-WILDER-MATTES COMPANY, Decatur, Illinois.— Your blotter is appropriate and seasonable and should attract favorable attention.

J. HARRY DRECHSLER, Baltimore, Maryland.— The booklet is clever and well gotten up and should stimulate interest in your plant and its product.

From the Denrich Press, Chula Vista, California, we have received an exceptionally handsome specimen of typographical design. It is a booklet gotten out for the U. S. Grant Hotel, San Diego, California. The most attractive features are the delicate pen-and-ink illustrations, one of which



From a handsomely illustrated booklet, by the Denrich Press, Chula Vista, California.

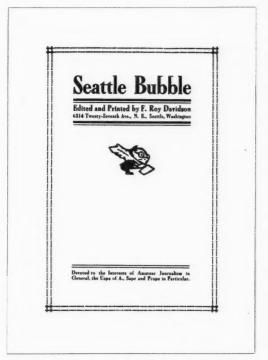
we show herewith. The pages are printed with tint backgrounds, on white stock and with ample margins, and the text is light in tone, harmonizing excellently with the illustrations.

From the Bausch & Lomb Optical Company, Rochester, New York, we have received a copy of a late catalogue of photographic lenses. The half-tone illustrations are unusually good and show the possibilities of the various lenses. The work throughout is of the high grade which usually

characterizes the work of The Corday & Gross Company, of Cleveland, whose imprint it bears. The cover is one of the most pleasing effects in offset printing that we have seen.

AL S. CAIN, Provo, Utah.—The specimens are all neat and attractive, the colors on the New Century Printing Company letter-head being very pleasing.

F. Roy Davidson, an apprentice in the office of the Acme Publishing Company, Seattle, Washington, devotes a part of his spare time to the publishing of a paper devoted to the interests of amateur journalism. It is known as the Seattle Bubble, and is both edited and printed by Mr.



An interesting cover-design, by F. Roy Davidson, Seattle, Washington.

Davidson. It is in booklet form, and is very neat and attractive in appearance. We show herewith a reproduction of the cover, the original of which was in two colors.

THE BEAVER PRINTERY, Richmond, Quebec.—The memorial service pregram is an excellent specimen of simple, appropriate type-design, and calls for no criticism whatever.

A. J. Petrie, Herington, Kansas.—The poster is well arranged and the panels are placed in excellent positions. The fact that you have not indulged in too many display lines helps materially.

AMERICAN SASH & DOOR COMPANY, Kansas City, Missouri.— The booklet entitled "Mantels" is a very satisfactory piece of work, the half-tones being well printed and the cover-design very attractive.

Joseph W. Chenner, Washington, D. C.—Your seasonable use of the outing cuts on the June blotter is very pleasing. Possibly if they were enclosed in rule borders they would be even more satisfactory.

E. S. Mugford, Hartford, Connecticut.—The booklet is neatly gotten up and presents excellent information to the buyer of printed matter. The manner in which the work is done leaves nothing to criticize.

The Waterman Press, Colorado Springs, Colorado.—We find nothing to criticize in the work submitted. It is very attractive, the bill-head for The Colorado Springs Mineral Water Company being especially good.

W. MAYCHRZYCKI, Milwaukee, Wisconsin.—Your specimens are well arranged, but the color is a trifle strong. We would suggest that, in the place of the full color of green which you have used, a tint would be more desirable.

RAYMOND HORK, Hamilton, Montana.—The letter-head is an excellent arrangement and the color-scheme is good. Perhaps a one-point rule on either side of the line "The county paper" would serve to hold the group together more satisfactorily.

P. MASURE, Chicago, Illinois.—All of the cards are crowded, owing largely to the unusual amount of reading matter which they contain. Per-

sonally, we like best the one marked No. 4, as it gives less of a crowded appearance than the others, although the confining of this card to a smaller number of type-faces would be an improvement.

Among the specimens received during the past month a package from Horace Carr, Cleveland, Ohio, easily takes precedence. Excellent stock, much of it hand-made, good ink, good presswork and an unusually careful regard for type arrangement and color, all combine to make this work a catalogue printing. The cover is nicely embossed, with a large half-tone tipped on. The inner pages are devoted largely to reproductions of pages from various catalogues, printed in colors. The whole effect is excellent, the presswork being unusually good.

TASTY typography, coupled with good stock and good presswork, make the specimens of Robert G. Ruggles, with The Fort Hill Press, Boston, Massachusetts, among the best that we have received in some time. The



A series of full-page newspaper advertisements, by Horace Carr, Cleveland, Ohio.

delight to the lover of the best in printing. There is nothing to criticize in any of it. In fact, one would be hardly able to differ from any of it in point of taste, to say nothing of offering criticism. Perhaps the most striking of this work is a series of hangers printed for the Halle Brothers Company, and which were presumably used as full-page newspaper advertisements, as they are of just the size for that purpose. We show herewith reproductions of four of them.

From the A. B. Morse Company, St. Joseph, Michigan, has come a handsome booklet, entitled "The Catalogue Effective," devoted to a showing of the ability of the Morse Company to create and produce high-class

work throughout is characterized by a simplicity not ordinarily found in commercial typography, and the use of the old-style roman is productive of the best of results.

F. M. Morawetz, Racine, Wisconsin.—Your use of the geometric border is very effective. We would suggest that on the cover for the Luther High School and College booklet you raise the upper group a trifle. We would also suggest that you avoid placing the ornament in the center of the space between the two groups. Divide the space into eight parts, establish a point at such place as will give three of the parts to the upper space and the remaining five to the lower space, and place the ornament

on that spot. The same thing applies to the placing of the ornament on the dance program cover. Of the two letter-heads we rather prefer the one in brown, as giving more contrast to the black.

The initial number of "Selling by Mail," the house organ of The U. S. Printograph Company. La Crosse, Wisconsin, is well gotten up and very attractive. It is printed in two colors, contains numerous illustrations, and the articles are well written and convincing.

J. W. Yates, Philadelphia, Mississippi.— The arrangement of the coverpage is attractive, although we would prefer to see the lower group closed up a trifle. If you could avoid the wide letter-spacing in the second line in the upper panel it would also be an improvement.

M. P. Hart, Charlotte, Michigan.—The high school booklet is neatly gotten up and well printed. It is to be regretted that the cut of the building on the cover was not in line instead of half-tone, as the latter does not harmonize with the treatment of the drawing.

John McCormick, New York city.—The specimens which you submit for criticism are excellent and show a careful selection of type-faces and a good distribution of white space. If we were to make any suggestion as to rearrangement of any of this work we would suggest that the top

this case they are too light. In printing we must put our design on a flat surface, and anything that gives varying degrees of tone suggests one plane behind another rather than the flat paper. With so many other possible ways of securing contrast in a job—colors, sizes of type, etc.—it is unnecessary to secure contrast through variation of tone. Be careful that you do not space the text letter too much. Closer spacing between words on the Lemmer letter-head would be an improvement. When using red and black as a color combination, see that the red is of an orange hue. A little yellow added to the red which you have used would aid materially in the appearance of the work.

WILLIAM R. WARNER & Co., Philadelphia, Pennsylvania.— The most noticeable feature of the program is the color combination. We would suggest that you do away with the yellow, run the rules in the light blue and thus save one impression, at the same time giving a more pleasing result.

Amid the wealth of high-class printed matter constantly being issued by the railroads to advertise the resorts and attractions along their various routes it takes something unusually striking and handsome to command more than a brief notice on the part of the prospective traveler. It is





Two pages from a handsome booklet, by Poole Brothers, Chicago,

line in the "Hotel Belmont" job be a trifle stronger, in order that it may properly offset the large bulk of reading matter at the bottom of the page.

H. H. Martin, Clinton, Missouri.— Your commercial stationery is exceptionally neat and attractive. Of the various color-schemes we like best the one in violet and the tint of violet. The proportion of the whole job devoted to color is rather large for the other combinations.

DAVE E. Bloch, Portland, Oregon.—The booklet would have been much better in appearance if you had set it all solid, instead of running some of the pages leaded. The variation from widely leaded to solid type is not pleasing. The color inclines too much toward the yellow.

FROM E. Fred Rowe, of the printing department of James Vick's Sons, Rochester, New York, has come a package of commercial printing, consisting of catalogues, stationery, etc. It is all neat and tasty in design and well printed, the letter-head specimens being unusually good in arrangement.

B. E. H. Manning, Marathon, Wisconsin.—We would suggest one or two changes in the specimens which you have submitted. On the letterhead for *The Marathon Times* we would suggest that you use slightly heavier rules between the two lines of text type. One should be careful when using rules—either for panels, underscoring or cut-offs—that they are of the same tone as the type, and neither too dark nor too light. In

safe to say, however, that the latest booklet of the Oregon Short Line, "Where Gush the Geysers," will attract considerably more than a passing glance. Nothing has been left undone to make this booklet attractive. Interesting text, beautiful embossing, illustrations in two and three colors and handsome decoration, all lend to the general effectiveness. That one may gather a general idea of the arrangement, we show herewith reproductions of two of the pages, although in the reproductions the beautiful colorwork and delicate tints are absent. The booklet is a credit to the Oregon Short Line and to the printers, Poole Brothers, of Chicago, whose imprint it bears.

Charlotte Printing Company, Charlotte, North Carolina.—The letterhead is neat in design and exceptionally well printed. We think that lighter colors in the border on the blotter would be an improvement, as at present the type-matter is rather overshadowed by the strong colors in the decoration.

PERHAPS the most interesting specimen in a recent package of high-class examples from the Stutes Printing Concern, Spokane, Washington, is a letter-head for the Spokane Falls Typographical Union. It is in two colors, the rules and background of the initial letter being in a violet tint, with the balance in black.

CARR PRINTING COMPANY, Bountiful, Utah.—The booklet for the high school is well gotten up, the advertising pages being especially neat. In

view of the shapes of so many of the cuts being more in conformity with the regular-shaped booklet, we would prefer that style to the oblong one which you have used.

From Peder I. Jenseth, Chehalis, Washington, we have received a package of interesting specimens of commercial work. The most noticeable



Cover cut in patent leather, by Peder Jenseth, Chehalis, Washington.

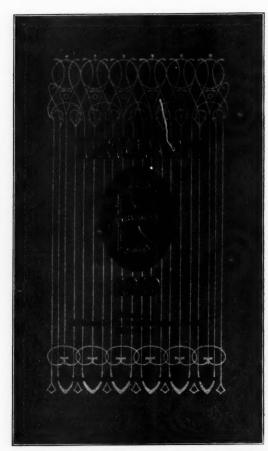


Official stationery used in Canada during the period of court mourning for the late King Edward VII.

feature about them is the use of tint-blocks of patent leather for the decorative effects. Mr. Jenseth is an enthusiastic advocate of tint-blocks of this kind and very successful in their use. We show herewith a reproduction of a booklet cover of this character. The original was in three colors on light-brown stock.

S. Spencer Moore & Co., Charleston, West Virginia.—A little less space between words in the text letter on your heading would be an improvement. On the heading for Blumberg Brothers the rules used for underscoring should be heavier — more in keeping with the tone of the letter under which they are used. Specimens as a whole are quite attractive.

FROM Hans Schwemmer, Nuremberg, Germany, we have received a portfolio of high-class examples of printing. Unusually attractive designs, printed in gold and colors and beautifully embossed, attest the superiority of the product of this concern. We show herewith a reproduction of one of the cover-pages, the original of which was printed and embossed in dark blue, light blue and gold on blue stock.



Attractive cover-design, by Hans Schwemmer, Nuremberg, Germany.

T. A. ROGERS, Paducah, Kentucky.—We would suggest that where you use a border of parallel rules, as on the letter-head, you allow as much or more space between the inner rule and the type as appears between the two rules. We would also suggest the lowering of the main group on this letter-head about six points.

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P. E. BLACK, Indian Head, Saskatchewan.— Inferior presswork and an apparent desire to cover too much space with the type-matter characterize several of the specimens. One should avoid panel-designs where it is necessary to spread the matter out too thin in order to fill the various panels. One should also avoid letter-spacing text letters, as you have done on the letter-head for J. F. Hunt.

L. B. Paddock, Barrington, Illinois.—The admission ticket for the school entertainment is a very interesting type arrangement. On the concert ticket the rules are a trifle too light to harmonize with the type. The vignette cut on the card shows careful printing, although it still lacks finish at the lower left edge. This could be readily corrected by scraping the top sheet or cutting out below. Work of this character is best per-

formed where the cut is purposely made less than type-high, so the rollers do not cause harsh edges and so that the subsequent make-ready consists mostly of additions rather than of cut-outs.

MASSEY-HARRIS COMPANY, Ltd., Toronto, Canada.— The booklet, "Profitable Dairying," is neatly gotten up. As personal opinion, rather than criticism, we would suggest that on a booklet of this size a running-head is desirable, as giving a "finish" to the top of the page. A cover of stock other than the white coated paper would also help, as it would give a more "dressed-up" appearance to the booklet.

THE Roswell Printing Company, Roswell, New Mexico.—The annual book of the New Mexico Military Institute is well gotten up and makes a very favorable impression. The arrangements of the advertisements are very good, but the fact that the rule was not in good condition rather spoils the general appearance. In cases of this kind, the small decorative borders—especially those which are designed in such manner as to leave slight openings at the joints—work up into more pleasing pages than does the brass rule.

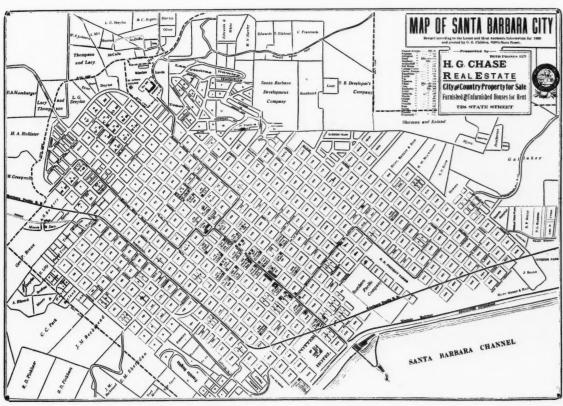
Amone the interesting typographical curiosities that have reached this department is a map of Santa Barbara city, a reproduction of which we show herewith. The reproduction, together with the following letter, are explanatory:

"Inland Printer: "SANTA BARBARA, CAL., June, 1910.

"GENTLEMEN,— Herewith I send you a copy of a map set up entirely by hand. The boxes or squares are brass rule and the white space was filled with redwood, cut with a penknife. Mr. Childers, the printer who set this up, said that some of the six-point lines he used to designate the names of the streets had to be filed and cut down to five-point, so as to get them in. The work took six months' time to set up, and is to-day the most correct map that this city has ever had. The job is a curiosity in itself and deserves a comment in your publication.

"A. F. AUBREY."

From a typographical standpoint the map is a curiosity, and some difficult problems have been overcome in an ingenious way. But it is nevertheless an example of wasted effort and false economy, for it would have



An interesting typographical curiosity, composed of type and brass rule.

A PLEASING booklet from the J. A. Richards Company, Albion, Michigan, sets forth in an attractive manner the possibilities of the "Multiform" rule-bending machine, a machine designed to bend all kinds of rule for cut-out dies to be used on presses. The booklet itself is an excellent example of cut-out work and suggests a profitable field of endeavor to the printer.

FROM the Rockford Printing Company, Rockford, Illinois, we have received a copy of the year-book of the Rockford High School. Typographically it is the most attractive of the school year-books that have reached this department. The arrangement of the text pages and advertisements is pleasing, the illustrations are well printed, and the color combination is unusual and effective. A careful selection of stock does much to enhance the general excellent appearance.

Florence Times, Florence, Alabama.— The memorial booklet is a hand-some piece of work. We would suggest, however, a little more care in the making of margins in work of this character. Instead of centering each type-page, it should be so placed that the margins are graduated in size, the back margin being the smallest, the top margin next, outside margin next and bottom margin largest. If placed in this manner, the two pages shown in the opening of the book appear related to each other, rather than separate, as they appear when there is such a wide space between them.

been done quicker, cheaper and more neatly if the usual process of mapmaking had been followed, namely, to make a drawing of the streets, lots and traffic routes, set up in small type the numbers of the lots and other titles, paste these on the map, and make a zinc etching of the whole. Such a map would bear "scaling" if distances had to be measured on it. It is doubtful if this one will. A good apprentice draftsman could trace this map accurately in two days, at a cost of \$8. The numbers and titles could be pasted on in half a day, at a cost of \$4, and the zinc etching would cost \$11.35; total, \$23.35. As a map, this one is very defective in the following particulars: There is no guide to the metes and bounds, nor are the sizes of the broken lots or even lots given. Where traffic routes intersect the streets there is a bad break, and the abrupt ending of some of the streets looks strange. There is no north point to guide the reader of the map, nor is there a single scale or dimension given to form an idea of the size of the lots or distance from point to point

JULIA V. Anson, Homer, Michigan.—The copy which you had for the letter-head did not lend itself readily to a panel arrangement of this kind. This could be partially overcome by placing the matter which is now at the bottom in the panel at the left side, making it correspond more in quantity with the panel at the right. With a panel at either end of a design it is desirable that they be nearly equally filled. We would also

suggest that where you center the lines in one of the panels it would be better to do so in the other, rather than squaring them up at one end. We would also suggest that you avoid separating the names of the town and State. In the letter-head in question the placing of the telephone number in the lower corner of the center panel would make this possible without rearrangement.



" WHY A PRINTER NEEDS A PROFIT."

Marjorie Elspeth and Jean Elizabeth, children of Fred Doig, printer, St. John, New Brunswick.

FRED DOIG, printer, St. John, New Brunswick, says that THE INLAND PRINTER helps him make a profit, and as an illustration of why a printer needs a profit he sends a photograph of his two little daughters, a reproduction of which we show herewith. Mr. Doig also sends a package of commercial specimens which are excellent in design and color, and call for no criticism whatever.

HARRY B. LEGGETT, Ottawa, Canada.— There is no fault to be found with the card which you entered in the contest. It is well handled and open to no criticism. After eliminating the cards which contain real faults, it becomes, with the judges, simply a matter of personal taste as to choice of arrangement, and there are of necessity many excellent cards which fail to win prizes solely because the style in which they are set does not appeal to the personal tastes of the judges. Your hand-lettered stationery is very attractive and is excellently handled. The specimens of official stationery in use during the period of court mourning for the late King Edward VII. are very interesting, and we show on page 728 a reproduction of letter-head and envelope. We have no criticism to offer in regard to the Yukon Territory history. It is well gotten up and the illustrations are unusually good.

H. EMMET GREEN, Anthony, Kansas.—The commercial specimens which you submit for criticism are excellent and afford little opportunity for suggestion as to improvement. We would, however, call your attention to the lengths of the various lines under the title on the program for the First Methodist Church. The address line, the name of the pastor and the line "Program for June" are all of nearly, but not quite, the same length, and we would suggest that making them all of one length, perhaps putting a rule on either side of the center line, would be an improvement. We do not intend by this to advocate "squaring up" groups as a principle, but where lines are so nearly of equal length it seems that either squaring them up or making a greater difference in their lengths is desirable. The card for the employment agency is an interesting arrangement, marked by ortiginality, simplicity and taste.



SY C. S. PARTRIDGE.

Correspondence relating to this department is respectfully invited from electrotypers, stereotypers and others. Individual experiences in any way pertaining to the trade are solicited. Inquiries will receive prompt attention. Differences of opinion regarding answers given by the editor will receive respectful consideration. Address, The Inland Printer Company, Chicago.

#### Capacity of a Metal-pot.

B. S., Memphis, Tennessee: To calculate the capacity of your metal-pot, multiply the cube of its diameter in inches by the decimal .5236 and divide by two to find the number of cubic inches. A cubic inch of stereo metal weighs 6.15 ounces.

#### Inserting Matrices into Matrices.

B. P., Roanoke, Virginia: "The paper on which I am employed has lately begun the 'News Picture' service, sent in the shape of matrices. At present we are making plates of each matrix, inserting the same in our pages and stereotyping the pages for use on a Hoe perfecting press. I have heard of a process whereby the picture matrix may be inserted in the page matrix, thereby securing a plate from the original matrix and obtaining better results in presswork, especially in half-tones. Should you be conversant with such a process, would you describe same to me?" Answer.—We have not been able to learn of any process such as you describe, and we should hardly think it to be practical. If you discover a means of successfully attaining the end we would be very glad to hear from you regarding it.

#### Stereotyping Half-tones.

L. L. Bearscore, Winona, Minnesota: "Having had some trouble in stereotyping fine-screen half-tones, I welcomed Mr. Shumway's suggestion in a recent number of The Inland Printer of placing tinfoil over the cut before molding. The first time I tried it the tinfoil would not peel off readily and some of the paste came with it. The next time I had occasion to try it I left the tinfoil on the matrix and cast my plate. On removing the matrix I found that the tinfoil had fused on the plate, leaving a perfect printing-face. To perfectly fuse the tinfoil the metal must be hot enough to brown the face of the matrix slightly. In molding forms containing half-tones I place two thin strawboards over the cuts after laying on the backing sheet, to give them more squeeze. These of course must be removed before placing the matrix in the casting-box."

#### Type Off Its Feet.

R. T., Portland, Oregon: We have examined the molds that you sent us and, in our opinion, they are sharp and deep and first-class in every respect. From the proofs, however, we have come to the conclusion that the type in most instances marked has been off its feet when molded. This is not an uncommon occurrence when the forms are made up of Monotype, because there are no fine spaces used, and the result is that the justification is imperfect.

You will notice that the type is tipped lengthwise of the line, so that one edge of a letter is very black and the other edge does not print. You should examine the bottom of the type before molding, if practical, for type off its feet may be readily detected by passing the hand along the bottom. It may be that the rolling machine forces the type off its feet. If so it would probably be best to turn your form the other way round when molding, if possible. One or two of the parts marked on the proof looked as though the faults were more with the pressman than with the stereotyper.

#### Roller Matrix Paste.

W. D., Yonkers, New York, writes: "Will you publish a paste receipt for rolling machines and oblige a constant reader? The matrix paste I am using will not stand any impressions, that is, without breaking in several places. This is the paste receipt I am using: Three pounds flour, twelve ounces starch, three ounces carbolic acid, four quarts water. The above is always lumpy, no matter how long or how little it is cooked." Answer .- The following simple paste will give satisfactory results if properly made: Six pounds of flour, three pounds of starch, one tablespoonful of carbolic acid, twelve quarts of water. Get the lumps all out of the mixture before cooking, then cook in steam-jacket kettle. When cool, add as used three or four ounces of whiting to each pound of paste. Force the paste through a fine mesh sieve to make it smooth. Do not try to use brush matrix-paper for the machine, but get the regular machine matrix-paper, which is a soft blotter. Do not wet the paper, but make it up dry. The paste will dampen it sufficiently. Use the paste a little thinner for the tissues than for the backs. It would be advisable to paste the backs the day before they are to be used, or at least a few hours before, to give them time to become evenly moistened by the paste.

#### Stereotype Matrices.

M. B., Holyoke, Massachusetts, writes: "What is the object in using more than one sheet of tissue-paper in preparing a piece of stereotyper's flong, or, as some stereotypers express it, a 'mat'? I have been stereotyping for about twenty years. At the place where I began we used one sheet of forty-pound matrix-paper as a base, pasted on three sheets of white tissue-paper and then two cream tissues. We then beat this in with the brush, used powder and then covered with another forty-pound sheet. After I had been in charge of the stereotyping for some time I gradually reduced the number of tissues used. I discarded the white tissues altogether and used only cream tissue. I used three sheets of tissue for some years, then two and finally got down to one, with equally as good results, so far as I am able to judge. I will admit that I can tell a difference while beating in a form if the flong is made up of more than one tissue. I have used only one tissue to a flong for a number of years and seldom break a sheet while molding. I use forty-pound paper. I have asked numerous stereotypers why they use so many tissues, but have not received satisfactory answers; some say that being the way they were taught and others that it makes the matrix stiffer. I concede that it does make the matrix stiffer, but why not use a heavier matrix-paper for the base, or, if it is the tissue-paper that makes the matrix, why not have the tissue made heavier, that is, have the tissue-paper made three or four times heavier than it is made, or, better still, have the matrix-paper made entirely of tissue-paper stock? My theory is that the tissue paper is only necessary to cause the matrix to separate

from the cast easily. I have, for experiment, made matrices without any tissue at all. While these would come off the form all right they would stick somewhat to the cast and show the grain of the paper on the plate. When one sheet of tissue was used the matrix would peal from the plate easily. Now I contend that after one sheet of tissue is used, the only object in the use of tissue at all has been accomplished, and any additional sheets only constitute a waste of material, time and labor." Answer .- The most important material used in making a matrix is neither the backing paper nor the tissue, but the paste. It is the paste which gives to the flong that plastic quality which enables one to get depth, especially in the bowls of the type, and to get a great many casts from one mold. And it is necessary to use three or four tissues in order to work in evenly enough paste to make the flong practical for the best class of work. Then a single tissue is hardly enough entirely to remove traces of the grain of the backing paper from the plate, certainly not when half-tones are to be reproduced. Even white tissues are too stiff and have too much grain to be placed next to the type, and are only used because they are cheaper than the cream and are good enough to hold the paste. If the weight of the backing paper be increased the work of beating in the flong is increased, a fifty-pound paper is about as heavy as is practical for brushwork where backing powder is used. For roller-machine matrices two lighter backing sheets and three tissues and one eighty-pound backing sheet are used with a correspondingly increased amount of paste.

#### ADVANCE IN PHOTOENGRAVING.

Of course, the marvelous advance in process of cheap reproduction of photographs has been a large factor in making pictures universal, writes Henry Wysham Lanier, in the American Review of Reviews. Twenty-five years ago practically all the pictures one saw in books and magazines were printed from wooden blocks, with the exception, of course, of the expensive (and generally bad!) steel engravings. It took weeks, sometimes months, to cut on wood one of the elaborate full-page reproductions of paintings, such as formed the chief appeal to the eye in the leading magazines, and they frequently cost hundreds of dollars. To-day a good half-tone (an etching photographed through a firtely ruled screen on a copper plate, with the blank spaces eaten out by acid so as to leave the picture in relief) can be made in a few hours at an average of one-twentieth the cost of a woodcut. Even the carefully reëngraved half-tone is infinitely more practicable than the old process. The result is blazoned large in every American home. Such a thing as an unillustrated magazine hardly exists to-day, and many of the great daily newspapers put before us at breakfast admirable half-tone pictures, photographically exact, of events which happened the afternoon before. It is almost true that the half-tone picture in color or black and white is more important than the text in the American magazines, which circulate many millions of copies a month. It is a fact that there has been some artistic loss in this universalizing process; the fine old velvety blacks of the best woodcuts exist no longer in our books and magazines; nor can they until some inventive genius gives us a halftone process that dispenses with the ruled screen -- a problem on which many people are working and the successful solution of which is constantly rumored.

O WISE man, wash your hands of that friend who associates with your enemies.— Saadi.



BY O. F. BYXBEE.

Editors and publishers of newspapers desiring criticism or notice of new features in their papers, rate-cards, procuring of subscriptions and advertisements, carrier systems, etc., are requested to send all letters, papers, etc., bearing on these subjects, to O. F. Byxbee, 4727 Malden street, Chicago. If criticism is desired, a specific request must be made by letter or postal card.

#### Ad. setting Contest No. 29.

It is impossible to announce the result of ad.-setting contest No. 29 this month, but everything will be in readiness for the September number. There were only nineteen specimens entered, owing, no doubt, to the unusual amount of matter and the size of the ad., but nineteen arrangements of the same copy make a most interesting study, and the contestants feel that they were well repaid for their efforts. A few of the best ads. will be reproduced next month, together with the photographs of the leading compositors.

#### The Man-The Field.

Since the first announcement in this department of The Inland Printer's purpose to bring together the man with small capital and the ability to conduct a newspaper, and the field where his talents and money could be best expended, there has been much correspondence, which has resulted in considerable benefit to those interested. It was expected that the number of men seeking locations would far exceed the number of fields, but so far the fields have kept even pace with the men. This month are presented three new fields and one new man:

Field No. 5 (Ohio).—We are doing a job-printing business, mostly catalogues and booklets, in one of the suburbs of Cleveland, and also have a semiweekly paper. It is our desire to secure the services of a competent man to take charge of our newspaper and to make a small investment in our company.

Field No. 6 (California).—I have the field and all necessary material. Have been publishing a weekly paper here for a year and a half. Have it on a good paying basis, but the developments are such and so fast that the coming year I will need help. If there is a young man who is capable of conducting a country paper, I would sell him a half interest for \$1,000 — that is, if it is satisfactory to him. He does not need to put in a cent until he is satisfied it is all right; then only a small amount down and the balance to suit. Would expect him to look after the mechanical and editorial ends. I would rustle the business and do my share. Would prefer a single man and one not afraid to work. In five years, on a newly opened adjacent tract of land, there will be more than twenty thousand people, and I have been holding this down until what I considered the proper time, which will be from November I on.

Field No. 7 (Florida).—We want a man in this town to run a small newspaper for us and I want to sell my printing-office. We could probably fix up a stock company to put up the money to buy my outfit (job) and add to it for newspaper work if we could get the right sort of a man.

Man No. 6.—I would like to enter myself as the right kind of a man who is looking for the right place. In the first place, I am the anomaly of a newspaper reporter with money; needless to say, I did not collect the money by reporting. I have had a good deal of experience on the business and editorial ends of the biggest Eastern and several Western dailies. I am looking for a printer who will go into partnership with me in starting a live daily in some Western town with a future. There are many which are just passing from the weekly to the daily newspaper stage. I could put up \$5,000. The fact that I am not a printer is a misfortune rather than a fault, so don't disquality me.

Further information regarding both the fields and the men described in this and previous issues will be given to those interested. Those knowing of other openings and those desiring to find suitable locations are urged to send the details to the editor of this department, who will hold the information in strictest confidence. Address as indicated under the heading.

#### Best Plan for Increasing Circulation.

A plan for the increasing of circulation without the use of premiums, or any other inducement aside from the merits of the paper, has been successfully adopted by the Illinois Courier, Jacksonville, Illinois. One man is putting on an average of seven new subscribers a day, securing twentyseven per cent of the people he calls on. That is nearly two hundred new subscribers a month. The plan is not a new one - it has been used successfully before. It simply requires steady, persistent and systematic work - and means steady, persistent growth. The reason it is not used more is undoubtedly because publishers are looking for getcirculation-quick schemes and overlook what can be secured by constant plugging. G. E. Doying, business manager of the Courier, gives some interesting statistics of his work and its results, including the full details of the plan, and his letter is given in full:

Adapting a circulation plan originated by a Connecticut paper, as given by The Inland Printer, the Courier has found the best proposition yet evolved for increasing circulation in a legitimate manner. The only requirement is that the paper must be a good one.

We worked the plan on a limited basis last fall and met with good success, but for various reasons we dropped it. On June 10 of this year we began it again, our regular collector for the paper doing all the work, and it does not interfere with his regular collections. It requires perhaps an hour and a half after the paper is issued and about two hours in the morning.

A series of colored slips is used, as follows:

#### FIRST WARNING.

Good Evening.

We are sending you herewith a complimentary copy of the *Daily Courier*, in order to show you what a mighty good paper it is. We hope you will learn to like it.

We shall have it left at your door every evening for a week or so. If you don't get it regularly and early enough to suit you, drop us a postal card or call us up on the telephone. Kick as though you were a paid-in-advance subscriber, for we are paying to have this paper delivered to you and intend to see that you have it.

If eventually you say that you like the paper so well that you want us to send it right along, we shall feel more than repaid for any trouble we may take. If you don't, why it is all right, anyway. If you are already taking the paper and don't want to be bothered further, please notify us and we will stop.

"A Newspaper Full of News."

The Courier.

#### THE SECOND LESSON

How Do You Like It?

Isn't there some satisfaction in picking up a good newspaper in the evening and seeing full accounts of all that has happened during the day, particularly in and around Jacksonville? You may have heard about some of these things, but often your information is more or less inaccurate. The Courier gives you an impartial report of the entire matter, and gives all the facts that can be obtained.

There is no use talking, if you are looking for magazine literature there may be better places to find it, but if you want news while it is freshest you must read a good evening paper, and we are sending you a good evening newspaper on trial for a while. Let us know if you don't get it regularly and promptly.

The Courier costs only 10 cents a week, \$5 a year, when paid in advance.

"A Newspaper Full of News."

#### CHAPTER III.

Our Improved Facilities.

You will remember that for a long time the Courier was not able to print and deliver the paper until pretty late in the day.

About a year ago we installed a fine new press, and had to occupy about 1,600 square feet more of floor space to do it. We also employed more men, and now we are able to print a paper of eight, twelve, sixteen or thirty-two pages, or any other number that the occasion may require.

On ordinary occasions we print eight, ten, twelve or sixten pages, and we don't try to crowd enough advertising to fill sixteen pages into eight

pages. At Mast fifty per cent of each issue is reading matter, which is the proportion allowed by newspaper experts. The Courier is not primarily an advertising sheet, with news as a secondary consideration.

"A Newspaper Full of News."

#### FOURTH POINTER.

Getting Better Every Day.

People tell us that the Courier has improved greatly. With blushes, we admit that this is true. The improvements that have been made, however, are only the beginning of a procession that will be years long.

We intend to make the Courier better every day, adding something here one day, improving something there the next, and not stopping until we are dead. Jacksonville is entitled to a first-class newspaper. Here it is, and if you take it you can watch it improve and grow.

Incidentally, our editorial page is worth reading. The Courier stands for a better and greater Jacksonville, and it is not afraid to say so. When we think a certain way we don't hesitate to let you know it, and we believe you will agree that we state things pretty plainly, but truthfully.

Our ambition is to make the *Courier* so acceptable to the people of Jacksonville and vicinity that no family will be able to get along without it. Have we succeeded in pleasing you so far?

"A Newspaper Full of News."

#### HINT No. 5.

Local News Especially.

"First of all, the news." That's our motto. When it comes to ascertaining what news is, we proceed on the theory that people are more interested in a dog fight, if it's a Jacksonville dog, than in the court affairs of the Ahkoond of Swat.

Oh, the local news is the thing, and we are doing our best to gather it for you.

We also print a complete piece of popular music about once a week — all the late successes.

On Wednesdays we give you a separate twelve-page section of farm news and good reading matter for the home circle.

We try to give you your money's worth.

"A Newspaper Full of News."

#### THIS IS THE SIXTH TIME.

How to Get It Daily.

If the Courier pleases you, you will naturally inquire how you can get it daily.

In a few days a canvasser will be around to see you. Please have your answer ready, and then make your choice of the way you pay. You can pay the collector weekly or monthly, if you choose.

We will attend to any complaints regarding the delivery of the paper, and will see that the delivery is prompt and regular. It costs 10 cents a week, unless paid in advance. If paid in advance, it is \$5 a year, or \$2.50 for six months.

These few copies we are sending you are free.

Important point! The canvasser is a good-natured young man, but he has a good many calls to make daily. He would like to get your decision the first time he calls. Please have your answer ready.

"A Newspaper Full of News."

#### LAST CALL.

Are You Ready?

You will readily guess we have a purpose in all this. We want you to become a regular reader of the *Courier*. Our canvasser will be around to morrow or the next day. Please have somebody or everybody in the house instructed whether you want the paper or not, and, if so, how you want it. We ask this because we want to know whether we have succeeded in our campaign.

Please do not omit this, or all our efforts will have been wasted.

Vote early and vote right.

"A Newspaper Full of News."

In starting the plan our man pasted twenty-five slips of the "First Warning" on the outside of that many papers and delivered them to houses where the Courier was not taken. The second day he delivered twenty-five of "The Second Lesson" to these houses, and at the same time left the "First Warning" at twenty-five new places—and so on until there were seven sets of twenty-five each. Each day, of course, one set of twenty-five received the last slip and twenty-five new ones were found to take their places.

We have kept a detailed record, showing the results of this canvass, and it is most gratifying. It is all the more pleasing when we remember that all subscriptions secured are obtained solely because the people want the Courier. There is absolutely no inducement in the way of premiums, cut price, etc. The solicitor spends little time in talking to the people

on whom he calls — twenty-five each day. Of course, if the prospect seems undecided, he endeavors to secure the subscription.

Here is the record for twenty days ending July 2:

			No.	Back		Per
			Calls.	Calls.	Subs.	Cent.
June	10	 	. 25		4	.16
	11	 	. 25	2	7	.22
	13	 	. 25	11	9	.266
	14	 	. 25	4	9	.29
	15	 	. 25	9	8	.296
	16	 	. 25	2	5	.28
	17	 	. 25	2	8	.286
	18	 	. 25	6	6	.28
	20	 	. 25	4	5	.271
	21	 	. 25	4	4	.26
	22	 	. 25	4	6	.258
	23	 	. 25	3	5	.247
	24	 	. 25	3	8	.252
	25		. 25	3	8	.257
	27	 	. 25	3	8	.261
	28	 	. 25	2	5	.257
	29		. 25	3	7	.258
	30		. 25	4	7	.26
July	1		. 25	4	8	.263
	2		. 25	2	9	.268
	Total		.500	75	134	.268

We also carry a column showing the territory canvassed each day.

In twenty days five hundred nonsubscribers have received the Courier seven days each, with a few words that will attract their attention pasted on each paper. They have had an opportunity to see that the paper is a good one—and more than one in every four has concluded that he needs the Courier regularly.

The Courier has used voting contests, premiums to some extent, and other plans for increasing circulation, but this one beats them all.

#### Keeping Subscription Accounts.

Last month were published directions for keeping subscription accounts, which prompted L. P. Evans, editor of the Piscataquis Observer, Dover, Maine, to send in a card

Began		Name			4
Remarks	19	Street o	or Box No.		
		P. O. at	ad State		
Amt	Amt .		Amt	To19	Amt
				To19	
Reed 19.	Recd	19	Reed 19	Recd 19	Recd 19.

SUBSCRIPTION RECORD CARD USED SUCCESSFULLY BY THE PISCATAQUIS
"OBSERVER." DOVER. MAINE.

which he has been successfully using for ten years. It will be noticed that the card (which is reproduced herewith) has sufficient blanks for ten entries and includes in concise form the amount, the date and the time to which the sub-

## CASH RECEIVED BY THE OBSERVER PUBLISHING COMPANY, DOVER, MAINE

Date,	191
From	
For Observer	
Ad.	
Job	

CASH SLIP FOR RECORDING ALL CASH PAYMENTS.

scription is paid. I would like to receive samples of subscription records from other publishers. Mr. Evans also sends a cash-slip which is used for all cash receipts. These slips, as fast as they are filled out, are placed on a spindle and transferred to the cash-book each night or in the morning.

#### Wisconsin Course in Journalism.

The University of Wisconsin enjoys the distinction of having the first working laboratory for students in journalism of any institution of learning offering training for newspaper and magazine work. The laboratory is modeled to a considerable extent after a real newspaper office. Its equipment includes seven typewriters, files of the New York papers and the leading daily and weekly papers of Wisconsin, as well as the newspaper and advertising trade journals and important college publications. A collection of foreign papers, including some from India, China, Japan, Burma, Ceylon, South Africa, Central America, Mexico,

owned by Senator Patterson, and which he will continue to edit and publish. An entire new plant of presses, linotype and other machines will be installed by the *Times*, which will be edited by Hugh O'Neill, one of the Rocky Mountain district's best-known newspaper men. Senator Patterson says his only reason for disposing of the *Times* was that the battle waged by the people of Denver against the trusts had been won, and he felt justified in unburdening himself of the exacting duties necessary in publishing two daily papers.

#### Doomed Cartoonist Selected by Lot.

Arthur L. Bowen, newspaper cartoonist, according to agreement, is to marry the lady who drew the winning number at the Lyric Theater, Chicago, recently—that is, if the lady does not demur. The management of the Lyric offered the Newspaper Club's building fund fifteen per cent of the gross receipts of the first week of "The Lottery Man" if one of its members would contract to marry the



NEWSPAPER LABORATORY FOR STUDENTS IN JOURNALISM AT WISCONSIN UNIVERSITY.

Cuba and the Philippines, is also on file. It has the beginnings of a "morgue," as well, with some six hundred separate folder envelopes, each of which contains at least two or three clippings and articles. Several thousand well-written newspaper stories, taken from New York and other large daily papers, are mounted on large manila cards and classified in a filing-case according to subject-matter and treatment, so that they may be used readily by the students. A similar collection of magazine and special-feature articles is used to show the students how to prepare material in these forms. There is likewise a collection of pictures of prominent people, to illustrate methods of publishing portraits in newspapers on short notice. The university had 102 students registered in journalism this year from twenty-one different States. The boy at the extreme right of the picture is reading the June number of THE INLAND PRINTER.

#### Senator Patterson Sells Denver "Times."

Jared Newell Husted, a Colorado capitalist, has purchased from Senator T. M. Patterson, the Denver *Evening Times*, which has been published from the same office as the *Rocky Mountain News*, a morning paper, which is also

woman drawing the winning number. A number was given to each lady buying a seat, but up to date the identity of the winner has not been learned. Mr. Bowen was selected by lot at a meeting of the club's members, and has gracefully surrendered all rights to future liberty for the benefit of his organization.

#### Another Unique Motto.

Frank Fesler ("the man behind the quill"), publisher of the Foley (Ala.) Outlooker, noticed the unusual newspaper motto mentioned last month, "Our aim: to publish a newspaper," and sends a copy of his own paper with the motto, "Everything comes to the man who goes out and gets it." A very sensible motto and one which no publisher can afford to forget.

#### Newspaper Publishing in Alaska.

How would you like to publish a weekly newspaper in Alaska, where single copies sell for 25 cents and the subscription price is \$10 a year? These are the prices secured by the Alaska Citizen at Fairbanks, a five-column folio. George L. Bellows, one of the publishers, writes entertain-

ingly of existing printing conditions in that far-away section of Uncle Sam's domain:

Inland Printer Company:

Gentlemen,—The past season has been a very prosperous one for our office and the outlook for the coming season looks even brighter. Everything points to this part of the country becoming one of the greatest quartz-producing districts in Alaska. If such be the case we will be prepared for it. There have been five companies organized and we printed the certificates. If you remember you advised me of the house to get the blank certificates from. They were very gaudy and catchy and we got \$35 per hundred.

In the March number I was amused by "The Poor Devil." I will relate the first day's experience of my advent in a printshop. It was in New York city. Temperature, 80° in shade. Wise comp.: "Say, boy, I need an agate hair-space; go get the push-cart and take this order to Farmer, Little & Co. and get one." Me to the cart and push it about a mile. Of course, they were just out of them and sent me to the next typefoundry. Same story, until I had been to about every foundry in the city, and at last I trudged back to the office, perspiring and nearly exhausted. The cub ahead of me told me of the joke and I was determined to get even. The wise comp. had a habit of changing his shoes. Me to the shoes with ink-pot and put enough ink in each shoe to print a thousand posters. He never noticed until he reached home, took off his shoes and began to see his tracks on the carpet. He probably would have

poses. To the right is Mr. Caskey and to the left is myself. If you notice, on the window beside me, you will see our slogan, "Quick Printing."

Hoping that our relations will ever be pleasant and that you will look

Hoping that our relations will ever be pleasant and that you will look upon Alaska with favor and not think it a land of snow and ice, but one of Uncle Sam's most valuable possessions, I am,

Fraternally yours, George L. Bellows

#### "Biggest Newspaper Ever Published."

The Dayton (Ohio) Daily News published an edition of 210 pages in commemoration of its one hundred and second anniversary, which it describes as "the biggest newspaper ever published in the world." This issue also marked the dedication of a modern building occupied exclusively by this modern daily. The News called its big number a "New Home Edition." It was divided into twelve sections, beside the regular news pages and a four-page cover. Each section carried not only reading-matter but a large volume of advertising that applied particularly to the section in which it appeared. This classification of contents was an excellent feature and one which could well be followed by other papers publishing anniversary or similar numbers. The different sections were named as follows: "Trans-



HOME OF THE " ALASKA CITIZEN."

wrung my neck had I been in reach. But then I have never been convinced that my joke was any worse than his. (I write this at your request for such stories.)

The article, "Building and Advertising a Printing Business," is just the way we are conducting our business. We are convinced that we have more permanent customers than the other two offices together, as they are always out soliciting and cutting prices. We are in a position to wait for a job, for we know that once they come they will come again, and we get our prices without competition. Our slogan and trade-mark is:



It is on all our stationery and we also have two signs on our window with the same design. Nothing like it for getting the money, I assure you. We have received orders as late as ten o'clock at night, to be got out immediately.

I have dug up an old post-card which we used for advertising pur-

portation," "Historical," "Educational," "Manufacturing," "Mercantile," "Automobile," "Insurance," "Financial," "Building Association," "Dayton Beautiful," "Miami Valley" and "New Home."

#### Home for Newspaper Men.

J. Craig Smith, a well-known capitalist of Youngstown, Ohio, is said to be planning the establishment of a home for newspaper men. According to report, Mr. Smith has selected a site on the Missouri river a few miles north of St. Louis, and will be financially assisted in the enterprise by a wealthy widow, who has offered to donate one hundred and sixty acres of land for the home. The institution will not be used for treatment of disease, but is intended as a resting-place for newspaper men whose nerves have been upset by the strenuous life.

#### Blind Publisher with Clear Sight.

Frank M. Fries, of Kittanning, Pennsylvania, while totally blind, is the eminently successful publisher of the Daily Times of that place. He established the Times in 1898, which is Kittanning's first successful daily newspaper, and while for the past five years he has been bereft

of his eyesight, his clear mental vision has made it possible to overcome, in a great measure, his physical misfortune. Mr. Fries began his apprenticeship as a printer at the age of twelve, on the weekly *Times*, and has lived all of his life at Kittanning.

#### Ad. Criticisms.

Among the ads. received this month for criticism is one from John Sherman, of the Cisco (Texas) Round-Up (No. 1), which will illustrate an error frequently made by ad. compositors. At first glance this appears like an attractive ad., and the idea of arrangement is commendable, but

Parks-Jones

DRUG COMPANY

AT YOUR SERVICE
DAY OR NIGHT

Now located at Martin's stand, where we'll be glad to serve our patrons, with drugs, sundries, paints, oils and varnishes. Large assorted bill of up-to-date wall paper on the road.

Don't buy till you see this beautiful line of ours.

No. 1.

BUSINESS-GETTING QUALITIES SACRIFICED FOR
TYPOGRAPHICAL EFFECT.

in the execution all else but type selection has been overlooked. A reader, glancing down this ad. casually, may have his attention caught by "Don't buy till you see this beautiful line of ours." Beautiful line of what? He glances back and sees, "drugs, paints, oils and varnishes." His idea of the "beautiful" is disappointed, and he passes on. This last phrase is evidently intended to apply to the wall-paper, and the latter should have been displayed. In endeavoring to carry out a typographical idea the compositor often loses sight of the value of the ad. to the advertiser. Art in typography is all right, but business-getting in advertising should never give way to art - both can be made to work in harmony. A few other samples of good display, each having its particular merit, are shown. No. 2 is submitted by J. L. Frazier, of the Lawrence (Kan.) World. The broken inner panel is being used to a considerable extent and adds much to the attractiveness of an ad. The price in this ad. is also brought out very nicely. H. E. Shrope, of the Washington (N. J.) Star, submitted a number of ads. of decided merit. The two which are reproduced (Nos. 3, 4) indicate what can be done with difficult copy. Doctor Sherman's ad. should be studied carefully. The full-line arrangement with the cross-rules is commendable. Note how the word "Specialist" is brought out, and also the location. Mr. Shrope's other ad. shows how a display line may be broken up around a cut. Many compositors would feel that the display in this case must be all across the top and would run the cut in the lower corner, thus losing the balance and spoiling the effectiveness of the ad. John W. Baker, superintendent of the Gazette Publishing Company, of Niagara Falls, New York, submitted a very striking ad., but the long, narrow shape precludes its reproduction to advantage.

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#### Sober Thought of Sixty-five Years Ago.

A copy of the Sober Second Thought, a newspaper edited by General Sickles during the presidential campaign of 1844, was recently discovered by G. R. Barber, of Watertown, New York, on an old clock in the Barber homestead, near Canton, New York. At the top of the editorial columns are printed the names of James K. Polk, candidate for President, and George M. Dallas for Vice-President. On request, Mr. Barber has forwarded the copy to General Sickles, who will no doubt enjoy reading his sober second thoughts when a lad of twenty-one years.

#### Editors Must Pay Cash Fare.

"Under the law in this State, newspapers may not exchange transportation for services or property by way of bartering." This is the decision of the Supreme Court of Nebraska, rendered in a test case brought by the attorney-general in an effort to prevent the issuance of mileage by the Union Pacific Railroad in payment of its advertising contracts. The court holds that the issuance of mileage in



No. 2.

A PLEASING EXAMPLE OF THE BROKEN INNER PANEL.

return for advertising is a violation of the State Railway Commission Act, and Nebraska editors will have to produce the "long green" in the future when negotiating for railway mileage.

#### Making Newspaper Women.

The St. Louis *Times* has adopted a new scheme to develop newspaper women. Recently it inaugurated a voting contest for popular young ladies of the city, and, as a result, nineteen of these—"the pride of St. Louis"—have departed for a tour of Europe, as the guests of Edward

L. Pretorius, publisher of the Times. One of the stipulations by which every member of the party takes the trip is that she must contribute two letters of five hundred words each, descriptive of her travels. In this way the publisher hopes to uncover unknown journalistic genius, with the purpose of adding to his already brilliant staff of writers.

#### Newspaper Criticisms.

The following papers were received, together with requests for criticism, and brief suggestions are made for their improvement:

Reformatory Outlook, Mansfield, Ohio .- Your Fourth of July issue was fully as commendable as the Decoration Day number. It shows that every detail has been carefully looked after.

### Dr. Sherman Specialist in Chronic Diseases on, Pa. Rooms 303, 304, 305 Ridney Diseases Lumbago Lung Diseases Liver Diseases Malaria. Morphine Habit Neuralgia Nervous Diseases Opium Habit Pharmyngitis Diseases of Throat and Nose Don't softer because of money, as satisfactory arrangements can be made with the ductors. Consultation and solvice by small or in office tree and confidential. HOURS—9 a. m. to 9 p. m. Sendays, 10 a. m. to 12.30 p. m.

No. 3.

#### DIFFICULT COPY WELL HANDLED.

Detroit (Minn.) Record .- The copies of Store News and other samples you send me do not properly come under the head of "Newspaper Work," but so far as ad. composition and presswork are concerned the work is commendable.

Tocsin, Santa Clara, California. - The presswork on the Tocsin is excellent, particularly when the rush in which it was handled is considered. This part of the work is much better than the ad. composition, as there is too great a variety of type used.

Renfrew (Ont.) Journal .- The presswork on your paper has greatly improved since it was last criticized, and the work throughout is commendable, particularly the ad. composition. The full-page ad. would have been much more attractive if it had been arranged in panels.

Sheffield (Ill.) Times .- There is apparently no good reason for the extra rule at the head of the first page. You should use the same care in making up plate matter as in the handling of type, and see that columns are the right length and that dashes are between the items and properly spaced.

Greensboro (Md.) Free Press.—Aside from the imperfect column-rules your paper is exceptionally neat. Those rules which fail to show up should be laid flat on the stone and tapped gently with a piece of iron on the bottom edge at intervals of two or three inches; this will raise them sufficiently to make a perfect impression.

Asherton (Tex.) News .- Caps. and lower-case for the first line of a display head do not make a very good appearance - all caps. is much Your ads. are well displayed, but unless the advertisers demand it, plain rule borders should be used on single and double column ads. a twelve-point border is too heavy for ads. of this size.

Barrie (Ont.) Northern Advance .- There is nothing about your paper to criticize except that you print it wet. Years ago it was considered necessary to dampen the paper for the edition before printing, but now not one newspaper in a thousand in the United States is so printed. your case it cheapens the appearance of what would otherwise be a very attractive paper.

#### **News Notes.**

THE Boston Herald is in the hands of a receiver. AT Runnells, Iowa, the Record has ceased to record. SOCIALISTS will start a weekly paper at Canton, Ohio. PUBLICATION has been suspended by the Record, Ulster, Pa. Paris Modes and Every Woman's Magazine have consolidated. A DAILY edition will be issued by the Mason (Ky.) Independent. A NEW home is being erected for the Parkersburg (W. Va.) Sentinel.

AT Astoria, Ill., the Argus has been consolidated with the Searchlight. THE Homestead (Pa.) News is a new eight-page weekly recently estab-

The initial number of "The Logan Valley Traveler," by the operating department of the Logan Valley Railway Company, with Superintendent of

Transportation Lee T. Shannon as editor-in-chief, made its appearance recently.

JAMES E. LYNCH is the new editor and manager of the Peekskill (N. Y.)

The Sunday edition of the Memphis (Tenn.) News-Scimitar has been continued. Mrs. Joseph P. Caldwell has been made city editor of the Charlotte (N. C.) News.

THE Evening Tribune, Huntsville, Ala., has been consolidated with the Mercury Banner.

The Chicago Newspaper Union has been taken over by the Western Newspaper Union. Every Evening, of Wilmington, Del., has inaugurated a Saturday sup-ment of four pages.

The Trades Unionist Publishing Company, Washington, D. C., has gone into the hands of a receiver.

The Detroit Times has secured the city's official printing contract, beating the News in the bidding.

DISCONTINUED some time ago, the Malvern (Pa.) Item has been reëstablished as a local family paper.

THE Birmingham (Ala.) Age-Herald has taken up residence in its hand-ne new home on Fifth avenue.

some new nome on Filth avenue.

Ralph M. HENDERSON, of Johnstown, Pa., has been made manager of the Citizens' Tribune, at Albuquerque, N. M.

Blossburg, Pa., will have a new paper shortly. It is to be called the Advance, with H. R. Henderson as editor.

A NATIONAL magazine for musicians will be established shortly by the Ocean Grove Association, of Ocean Grove, N. J.

Miss Stella Smith, of Grant Sweeney, Ill., is now the owner of the Polo (Ill.) Visitor, a leading Ogle County paper.

The Travel Magazine, of New York, was sold at public auction recently, after being in the hands of a receiver for several weeks.

MAYOR GAYNOR, of New York, has withdrawn his suit for libel against the New York World, which was instituted last November.

ARTHUR OAPPER, publisher of the Daily Capital, at Topeka, Kan., has purchased the Ruralist, of Sedalia, Mo., an agricultural paper.

A SEMIWEEKLY newspaper will be started at Greer, S. C. The new enterprise is being promoted by M. L. Rhodes, of Greenville, S. C.

A SERIOUS break in its printing-press recently caused a week's sion of the Twin City Telegram, an afternoon paper, of Decatur, Ill. A. P. GAUTRAU is president of the Tribune Publishing Company, recently organized to take over the New Era Publishing Company, at Patterson, La.

TUSCALOOSA, ALA., is to have a new afternoon daily. Sam F. Clabough is to be its editor. The first issue will appear some time during the month. The editors and publishers of the Reno (Nev.) Weekly are facing a criminal libel charge by Judge Pike of the Second Judicial District Court.

# Parlor Stoves at COST



We do not propose, if we can help it, to carry a single parlor stove over this season. To be sure that every one will be sold, we have elim-inated all profit and will close out every stove at first cost

Just now we have full lines of styles and sizes, but in most cases not more than one of each. They should not last long.

In order to get what you want, you had better come in this week.

Floyd Major THE STOVE MAN Washington, N. J.

#### DIFFICULT COPY WELL HANDLED.

A LIBEL suit by Special Policeman Bancroft, for \$10,000, against the Seattle (Wash.) Times, has been decided by a jury in favor of the news-

PUBLICATION of a monthly magazine, to be known as Art and Progress, will be commenced by the Charcoal Club, of Baltimore, an organization of

On the charge of criminal and malicious libel, Daniel T. McCool, editor of the Young Republican, Philadelphia, has been sent to prison, in default of bail.

MAGISTRATE KINGSFORD, of Toronto, Ont., has rendered a decision in an action brought against the Toronto World for alleged violation of the Canadian betting act, upholding the right of newspapers to publish tips

on horse races and form charts showing the winners and odds of races which have been run. Similar cases against other papers were also dismissed.

MAYOR JOHN N. DARNELL, of Frankfort, Ky., has instituted a libel suit against the *News* of that city, asking \$25,000 damages for alleged defamation of character.

THE South To-day is the name of a new magazine to be issued shortly in the interest of Southern business men. It will be published at Memphis, and distributed free.

A woman's newspaper, edited entirely by women, will shortly be an accomplished fact in Philadelphia. This paper is being mothered by Mrs. E. C. Atwood, of Idaho.

It is rumored that Victor A. Lawson, owner of the Chicago Daily News, is backing H. H. Kohlsaat in an effort to consolidate his Record-Herald with the Chicago Tribune.

A BILL placing the control of telephone and telegraph companies of New York State in the hands of the public-service commission was recently signed by Governor Hughes.

LESLIE HUGHES is now in editorial charge of the Nicholas (Ky.) Advocate. Col. John W. Powling, editor and proprietor of the paper, is seriously ill and his death is expected.

A NEW Catholic weekly soon will be launched, as a result of the Catholic Laymen's Congress, held recently at Little Rock, Ark. Stock amounting to \$30,000 was subscribed by the delegates.

to \$30,000 was subscribed by the delegates.

Joseph J. Thompson, well-known Pittsburg journalist, is said to have purchased the Connellsville (Pa.) News. It is also reported that a new morning daily will be started at Connellsville.

It is said that the "muck-raking" magazines will turn their batteries upon the publishers of certain influential newspapers who have sympathized with the "interests" attacked by these magazines.

At St. Albans, W. Va., the Oil Man's Publishing Company, recently organized, has purchased machinery for a plant and will publish a weekly newspaper and the Oil Man's Magazine. W. G. Long is president of the

A "Home Edition," containing 210 pages, was recently issued by the Dayton (Ohio) News, commemorating the event of moving into its new home, which is said to be one of the finest newspaper buildings in the United States.

The Punxsutawney (Pa.) Spirit has moved into its new building, which is one of the finest in that part of Pennsylvania, and is equipped with the most modern facilities for publishing a newspaper and doing a general printing business.

printing business.

Chicago will be the next meeting-place of the National Amateur Press Association, which on July 5 closed its annual convention at Cleveland, Ohio. Edward N. Suhre, St. Louis, was elected president, and Harry L. Lindquist, Chicago, secretary.

A New order issued by the management of the Washington (D. C.) Star extends the two-weeks-vacation-with-pay custom, which has prevailed in the clerical and reportorial departments, to all of the mechanical departments as well, and the printers are in a happy frame of mind over the matter, the composing-room chapel sending a letter of appreciation to the officials of the paper.

#### Changes of Ownership.

Granby, Mo .- Miner. Perry, Mich .- Journal. Suncook, N. H.—Press.
Lake View, Ore.—Examiner.
West Jefferson, Ohio.—Home News. Albany, Ore .- Herald. Sold to C. C. Page. Richland, Iowa.— Clarion. Sold to J. Clacey. Hartford, S. D.— Herald. Sold to J. R. Moses. Minerva, Ohio .- News. Sold to David B. Kappes. Gayville, S. D.— Observer. Sold to T. B. Guthrie. Braymer, Mo.— Comet. C. E. Ware to L. Barham. Purdy, Mo .- Guide. Boren Curtis to Fred Stumpf. Balaton, Minn.—Press. Consolidated with Tribune. Somerset, Ky.—Journal. Sold to Steuben Godfrey. Danville, Ky.—Advocate. Sold to H. A. Richardson. Spencer, Ky.— Courier. D. B. Thurman to J. W. Hill. Berthoud, Colo.— Bulletin. G. A. Hill to J. S. Bailey. Normangee, Tex .- Bell. DeWitt Lamb to A. J. Frick Deshler, Neb.— Hustler. Frank Lowe to E. J. Mitchell. Eveleth, Minn.— News. David Larin to Larin & Meade. Lancaster, N. Y .- Times. Consolidated with Enterprise. Iberia, Mo.— Sentinel. Brown & Brown to G. M. Martin. Logan, W. Va.— Banner. J. A. Grove to F. H. Williams. Speareville, Kan.— News. E. L. Smith to S. G. Burnham. Taylorsyille, Ky .- Courier. D. B. Thurman to J. W. Hill. Madison'ville, Ky.— Journal. J. B. Brasher to J. H. Young. Mansfield, Ark.— American. R. Massey to Graves & Harris. Forest, Ohio.— Advertiser. L. A. Conklin to E. A. Talbert. Warren, Pa.— Mail. Sold to J. A. Larson and S. W. Train. Brandon, Tex.— Observer. W. L. Wray to James D. Burns. Clarion, Iowa.— Clipper. Mrs. W. A. Monroe to Harry Guy. Booneville, Ark.— Progress. J. D. Ferguson to East & Gray. Burlington, Kan.— Democrat. John Baines to A. R. English. Ashland, Wis .- Press. J. M. Chapple & Co. to J. T. Hooper.

Manchester, Okla.—Journal. J. M. Simmons to L. K. Thomas.

Davenport, Wash.— Times. Sold to J. G. Hamlin, of Blue Earth, Minn.

Lyons, Kan.— Daily News. E. H. Young to W. A. Johnson and J. W. Cooke.

La Grange, Ky.—Oldham County Era. Bushrod Rowlett to G. W. Peak & Son.

Auburn, Ky.—Advocate. A. M. Herndon to G. R. Van Arsdale. Mr. Herndon has purchased the Russellville (Ky.) News.

Kendallville, Ind .- Sun-Standard. J. D. Rerick to Sun Publishing

Charleston, W. Va .- Gazette, Sold to Col. W. E. Chilton and business Richland, Mo .- Cyclone. Consolidated with Mirror and name changed

Hobart, N. Y.—Independent. Sold to L. H. DeSilvia and moved to Stamford, N. Y. Chambersburg, Pa.—  $\mathit{Valley~Spirit},~D.~A.~Orr~to~the~Valley~Spirit~Publishing~Company.$ 

Publishing Company.

Colton, Cal.—News. Willard Bebee to Rev. Jesse A. Hungate. It is stated that the paper will be made a semiweekly.

Eldorado, Kan.—Republican. Sold to L. L. Smucker, of the Wichita Eagle. S. S. Smith, who was associated with the late T. B. Murdock in the management of the Eagle, has gone to Medford, Ore., where he has purchased a paper.

#### New Publications.

Salix, Iowa.— Free Press. L. N. Duchaine. Mason, Tex.— Star. James Calvert, editor. Fremont, Mich.— Review. M. F. Ketchum. Fremont, Mich.— Review. A. F. S. Osborn.
Clinton, Ind.— The Blue Pencil. R. S. Osborn.
Rolfe, Iowa.— Arrow. Bruce Printing Company. Maysville, Ky.— Independent (daily). Purdon Brothers.

Jacksonville, Tex.— Daily Progress. Phillips & Mecklin.

Richmond, Cal.— Independent. M. J. Beaumont and I. N. Foss.

Lexington, Ky.— Daily Independent. Luther C. Reynolds, editor. Minneapolis, Minn.— Twin City Star (negro). C. S. Smith, editor.

Jackson, Ky.— Mountain Sentinel. R. C. Musick plays the editorial

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Rochester, N. Y.— The Inventor (a technical magazine). John Dennis, editor.

Hughesville, N. Y .- A. Harvey Shimp, editor of the Mail.

Griffin, Ga.— E. N. Mills, president of the Mills Printing Company. New Castle, Pa.— T. J. McCleary, editor and proprietor of the Demo-

Cleveland, Ohio - Fred Heavens, for thirty years a compositor on the

Albion, Ind .- Rev. David Winston Jones, founder of the Fort Wayne

Brooklyn, N. Y .- James Tompkins, president of the Jersey City Paper

Boston, Mass.—Arthur Johnson, for many years connected with the Advertiser.

New York, N. Y.—Col. James Brown, well-known newspaper man of the Rocky Mountain States.

New Orleans, La.—Charles J. Dakin, for many years superintendent of the Hyatt Printing Company.

Washington, D. C.—J. Whit Herron, business manager of Evening Star and for thirty years connected with its management.

Chicago, Ill.— James Feidler, founder of the Keystone Gazette, at Bellefonte, Pa., and recently on the staff of the Chicago Examiner.

Washington, D. C.—Edward H. Thomas, thirty-nine years an employee of the Government Printing-office and a veteran of the Civil War. Washington, D. C.—Melville Weston Fuller, Chief Justice of the United States Supreme Court and at one time editor of *The Age*, Augusta, Me.

Montreal, Can.—Richard White, for many years part owner of the Montreal Gazette and recently president of the Gazette Publishing Company.

Cincinnati, Ohio.— Harry E. Lawrence, one of the city's best-known journeyman printers. (Burned to death in the New Market Hotel fire.)

New York, N. Y.— Henry B. McManus, member of Typographical Union No. 6 since 1850 and at the time of his death said to be the oldest living

Among the victims of the recent Montreal (Que.) Herald fire were thin members of the local typographical union, including the president of

Worcester, Mass.— James H. Mellen, veteran newspaper publisher and ex-member of the Legislature. He was a well-known friend of labor and at one time published the Wage Earner, which was afterward known as Mellen's Magazine. He also founded the Worcester Evening Star and Evening Times. J. H. F. Mellen, his son, is labor editor of the Boston Post.

#### MORE FREQUENTLY.

I shot a poem in the air; It was reprinted everywhere, From Bangor to the Rocky Range -And always credited to "Exchange."

- New York Mail.

And long, long afterward it chanced. As a book of verse I gazed upon, I found the poem published there, And it was simply signed "Anon."

- Denver Republican.

But now that bit of vagrant verse Has gone much farther and fared worse; In the Podunk Times last week I read it. And London Titbits had the credit.

- Chicago Record-Herald.



BY S. H. HORGAN.

Queries regarding process engraving, and suggestions and experiences of engravers and printers are solicited for this department. Our technical research laboratory is prepared to investigate and report on matters submitted. For terms for this service address The Inland Printer Company.

#### Stripped Negatives Curling at Edges.

R. E. Godfrey writes: "What is the cause of the stripped and reversed negative film curling up at the edges? I make my stripping collodion as follows: Ether, 24 ounces; alcohol, 24 ounces; cotton, 1 ounce and castor-oil, 1 ounce." Answer.—You are using too much castor-oil, and, fearing that it will turn up at the edges, you use so much friction with a piece of dry blotter on the edge of the film that you are increasing instead of preventing the difficulty. The friction and dry blotter dries up and absorbs the oil from the surface of the film, which causes it to contract, and, as the under side of the film is still expanded with the oil, it, of course, curls upward. Use but % ounce of pure white castor-oil to the above amount of collodion and see if your difficulty does not disappear.

#### Formic Acid Instead of Acetic Acid.

Formic acid, which formerly was made from ants, is now produced from coal and is being used by photoengravers instead of acetic acid, which is made from wood. One part of formic acid to ten parts of water is said to be far more efficient than even pure acetic acid in stripping negatives. For developing, Boston photographers are now using one part of formic acid to twenty-five parts of sulphate of iron solution, the latter being made up to the strength of 10° to 12° by the hydrometer. It is claimed that the developer can be weaker in iron when formic instead of acetic acid is used. For cleaning glass plates, instead of nitric acid or lye, formic acid can be used in the proportion of one part of formic acid to ten parts of water. So also in brightening up copper plates before or after etching or before reëtching, one part of formic acid can be used to twelve parts of salt and water.

#### Enamel on Zinc.

R. W. Schofield, New York, wants to know how they use enamel on zinc without burning in. He says he has tried different hardening baths that have been recommended to him, but the enamel gets soft and the nitric acid gets through the enamel. Answer .- Mr. Schofield should have given our readers the formulas for the hardening baths he has tried, so that they might be discussed here. The facts are that it does not injure zinc as much as is claimed to heat it to a degree sufficient to burn in an extremely thin enamel film to a yellow or light brown, which is all that is necessary to furnish sufficient resist to the acid. Some operators ink up the enamel with transfer ink before developing under the tap, so that they powder up and get a resin top over the enamel before burning in. Other operators place the enamel-covered zinc plate, after development, in a bath of chrome alum or very weak formalin for several minutes before rinsing and drying and

burning in. It is presumed this well-known hardening bath has been tried: Ammonium bichromate, 1 ounce; chromic acid, ¼ ounce; methylated alcohol, 3 ounces, and water, 25 ounces. Rock the plate after development in this bath for from three to five minutes after careful development and before burning in.

#### Saving of Silver Wastes.

Among the many practical talks at the Buffalo convention of the International Association of Photoengravers was one by Mr. W. E. Baldwin on silver wastes. It makes one sit up and listen attentively when told that over sixty per cent of the silver purchased goes down the sink and that it can be saved by little trouble. That which interested photoengravers most was the recommendation to take an empty oil barrel, and put a faucet in it one-third the distance from the bottom; let washings from plates, when developing and intensifying with silver, collect in this barrel; when the barrel is nearly full add to it salt in solution, not dry salt, and this will precipitate the silver to the bottom in the form of chlorid of silver. When the solution in the upper part of the barrel has cleared, usually over night, draw it off in the morning and the barrel is ready for another day's washings. When the deposit at the bottom of the barrel comes up to the faucet remove it to another barrel, and when the latter is full send it to the refiners; one will be surprised at the value of the returns from it.

#### To Print Without a Printing-frame.

"Reader," Reading, Pennsylvania, writes: "Could you kindly inform through 'Process Engraving,' in THE INLAND PRINTER, how to get and develop a print from a spliced job that is too big to print in our printing-frame? Both line and half-tone?" Answer .- When the job is a line one, a map or diagram that can be joined after the plates are etched, it is customary to cut the negatives with a straightedge at the precise line where the joint is to take place. Print and etch the two plates separately, and, after etching and routing, the plates are sawed exactly on this line and with a file beveled slightly underneath, so that nothing will prevent the surface edges of the plate meeting, when they are tacked on the block. "Reader" evidently wants to "splice" the negatives. This is done on stone, on zinc for offset presswork and on metal for relief printing in this way: The stone or metal is sensitized as usual with either fish-glue or albumen. This sensitized coating is then smeared over with a thin film of castor-oil and on it are laid two negatives which have had the joining-up lines cut with a straight-edge, as recommended before. The negative films are carefully squeegeed in place and the print made without a printing-frame. After which the negative films are carefully peeled off and the castor-oil removed by wiping with absorbent cotton. Then the film is either rolled up with etching-ink and developed, or, if it is an enamel coating, it is developed under a tap of running water as usual. If care is taken several prints may be made from the same negative films, though it will be found that the castor-oil does rot or soften the films.

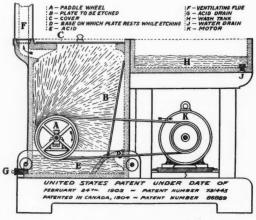
#### Photogravure.

A librarian calls the attention of this department to the various published definitions of the term "photogravure," and asks that the distinction between the process and those "near like it" be stated. A so-called "Dictionary of Engraving" is quoted by the librarian as saying of photogravure that, "Variations of this process are known as heliotypes, Woodburytypes, collotypes, artotypes, Albertypes, etc.," all of which reminds one of "Josh Billings"

remark: "I wud rather not kno so much than kno so much that ain't so." One might as well say that variations of oil-paintings are water-colors, pastels, chromos, etc. Heliotype, artotype and Albertype are all variations of collotype, all being printed from gelatin surfaces lithographically. Woodburytype is a cast in pigmented gelatin from a mold, while photogravure is intaglio etching in metal, usually copper. The resulting impression is as different in appearance as the methods of making it are distinct. A photogravure is superior to and distinguished from any other print in ink by the rich velvety quality of the ink in the shadows, the ink being in relief on the paper.

#### Axel Holmstrom Etching Machine.

A most interesting and practical exhibit at the International Association of Photoengravers' convention at Buffalo was a new etching machine. In fact, there were two of them, one etching copper and the other zinc, in one of the bedrooms of the hotel. All the power they required was taken by wire from an incandescent electric-light fixture. Members of the association had been invited to bring



THE AXEL HOLMSTROM ETCHING MACHINE.

plates with them to be etched, which was done, and they all appeared satisfied with the speed and quality of the etching done on the machines; 65-line half-tones on zinc, for newspaper purposes, were etched in forty-five seconds, while copper half-tones of 150 lines required but 1½ minutes. There was no question about the depth of the etching, and what was particularly noticeable, the beautiful high-light effects obtained, thus dispensing with reëtching. It is claimed for the machine that the expense for acid is reduced to one-third by its use. The fumes can also be kept out of the workroom.

The cut explains the simplicity of the machine. The plate to be etched is laid almost vertical in the machine, as shown at B. The motor is started, at any speed required, and the operation is merely timed, the motor stopped and the plate washed off in the tank H and examined. The fumes are carried off at F. The machine consists of an acid-proof earthenware box in which is a shaft with two paddles attached, which, on being revolved by the motor, throw the acid against the plate in the form of drops and spray. The acid flows down to the bottom of the box and is used over until exhausted, when it is drawn off at G. This is the eighth etching machine shown with cuts and description in this department, so that our readers know of all the etching machines now in the market.

#### Photoengraving Outfits.

(637.) "Will you kindly furnish me with the names and addresses of concerns making outfits for photoengraving?" Answer.— The following is a list of dealers in photoengravers' machinery and supplies; Williams-Lloyd Machinery Company, 337 Dearborn street, Chicago; Murray Machinery Company, 1906 Wyandotte street, Kansas City, Missouri; Ostrander-Seymour Company, Chicago; F. Wesel Manufacturing Company, 70 Cranberry street, Brooklyn, New York; Paul Shniedewend & Co., 627 West Jackson boulevard, Chicago; Driscoll & Fletcher, 164 Ellicott street, Buffalo, New York; Miller Saw-Trimmer Company, Milwaukee, Wisconsin; R. Hoe & Co., 504 Grand street, New York; Fuchs & Lang Manufacturing Company, 29 Warren street, New York; Hexagon Tool Company, 321 Pearl street, New York; Hoole Machinery & Engraving Works, 29 Prospect street, Brooklyn, New York; Robert Mayer & Co., 19 East Twenty-first street, New York; John Royle & Sons, Paterson, New Jersey; Cramer Dry Plate Company, St. Louis, Missouri; Max Levy, Philadelphia, Pennsylvania; Bausch & Lomb Optical Company, Rochester, New York; American Steel & Copper Plate Company, 116 Nassau street, New York; Adams-Bagnall Electric Company, Cleveland, Ohio; National Steel & Copper Plate Company, 108 West Jackson boulevard, Chicago. Proofing paper is carried by all paper-dealers. Paasch Air Brush Company, Chicago, are manufacturers of sprayers; the American Shading Machine Company, Buffalo, New York, shading machines and films; Hamilton Manufacturing Company, Two Rivers, Wisconsin, mountingblocks; Norwich Film Company, Norwich, Connecticut, shading machines and films. Inks may be procured from all ink-dealers, and exhaust fans from all electrical supply houses.

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#### Paynetype.

So many queries and objections to this new readysensitized metal-plate process have been received that the replies by Mr. Gamble to similar queries in England are worth quoting here: The first objection to Paynetype is on the score of price. Apparently the prices are compared with those of glass dry plates, quite forgetting that the zinc is included, and that there are a number of quite expensive chemicals saved, to say nothing of the saving of labor, gas, etc. The next objection is that cuts are often smaller than the stock sizes of Paynetype plates and that, therefore, there would be much waste margins. To both of these objections we would say that it is possible to have a guillotine in the darkroom and cut the stock sizes into smaller ones, nearly all process cameras being furnished with adjustable bars in the dark slide to take any size of plates. To this the objection is raised that it would be inconvenient to etch a lot of little pieces of zinc, but here again the case can be met by soldering a lot of them together, most etchers being expert in soldering up a number of plates. A third objection is raised that it is not possible to correct flatness of copy by "cutting" and intensification as in a negative. Here again it can be shown that treatment similar to "cutting" can be done when developing the image with hot water, by gently rubbing with a tuft of cotton on parts which need "cutting." We think we have said enough to show that "where there's a will there's a way," and it is easy to raise objections to any process, no matter how good it may be. When dry plates were first introduced into photography the old wet-plate workers found all sorts of objections to them, yet now it is unusual to find any one but a process photographer using wet collodion.

Written for THE INLAND PRINTER.

#### THE INTERNATIONAL ASSOCIATION OF PHOTO-ENGRAVERS' CONVENTION AT BUFFALO.

BY S. H. HORGAN.



HEN men sit coatless, during hot summer days, in a convention, from 10 A.M. until 6 P.M., with only recess for luncheon, it indicates there are some vital interests under consideration.

This is what the members of the International Association of Photoengravers did during their fourteenth annual

convention at Buffalo, June 27, 28 and 29. Some idea of the amount of business discussed may be gained from the stenographer's bill, which was over \$100 a day for reporting the proceedings. OFFICERS RE-ELECTED.

Besides all this there were the reports of officers, the appointment and reports of committees and the election of officers. The zealous work of the officers during the past year was heartily endorsed by their unanimous reëlection. They are: President, H. C. C. Stiles, Washington, D. C.; vice-president, Thomas Heath, Buffalo, New York; secretary, George Brigden, Toronto, Canada, and treasurer, John C. Bragdon, Pittsburg, Pennsylvania.

The work of the Entertainment Committee was commended by every one who attended the convention. No detail making for the comfort and entertainment of those attending the convention was neglected. Their program included automobile and boat rides, as well as theater parties for the ladies who accompanied delegates. Then there was a smoker, a banquet and theater party for both ladies and gentlemen. The members of this Entertainment Committee who deserve more than honorable mention were:



MEMBERS OF INTERNATIONAL ASSOCIATION OF PHOTOENGRAVERS AT FOURTEENTH ANNUAL CONVENTION, BUFFALO, NEW YORK, JUNE 27-29, 1910.

Only the most serious questions were considered in this intense, practical gathering, the leading subject being that of cost-keeping. This was examined from several points of view and by several methods, though the convention could not decide which was the best method. Cost-keeping will hereafter be a most important factor with the photoengraver, as a result of this meeting.

The questions of apprentices, technical education, relations with labor unions, business methods and the consolidation of the Employers' Association with the International Association of Photoengravers were thoroughly gone over.

The subjects selected for the addresses are a further indication of the practical character of the questions considered. Besides the address on "Cost-keeping," there was one on "Creating New Business." The address on "The Future of Photoengraving" was printed in last month's Inland Printer. Other timely addresses were: "Points About the Offset Press," "The Coöperative Plan of Fire Insurance" and "Saving Silver Wastes."

Thomas Heath, chairman; J. A. Anderson, R. D. Armiger, F. H. Clark, H. A. Gatchel, E. W. Houser, E. A. Kendrick, W. J. Lawrence and H. C. C. Stiles, ex officio.

The Ladies' Committee of the Buffalo Association, who aided so much in entertaining the guests, were: Mrs. Gaskill, Mrs. Graesser, Mrs. Heath, Mrs. Kendrick, Mrs. W. J. Onink, Mrs. W. J. Onink, Jr., Mrs. C. Pchellas, Mrs. E. Pchellas, Mrs. Perry, Mrs. Pierce, Mrs. Stevens and Mrs. Wilhelm.

After President H. C. C. Stiles called the convention to order he introduced President W. E. Robertson, of the Buffalo Chamber of Commerce and Manufacturers' Club, who welcomed the delegates to the city. Mr. John Elyde Oswald replied for the delegates. The secretary reported that there were 118 firms members of the association, eight having joined that morning. Several others applied for admission during the convention.

#### THE APPRENTICE QUESTION.

One of the first questions that came up in the convention was that of apprentices. It was stated that with the

ratio of apprentices confined to one apprentice to every four journeymen, and five years to wait before an apprentice could be a full-fledged workman, there would be a dearth of workmen if the engraving business continued to increase as it has been doing. A member stated that in his city the local association of the International Association of Photoengravers had a committee who met a similar committee of the union, and when it was found there was a shortage of workmen they agreed on a plan to meet the situation. He said he always found the union men reasonable in all matters pertaining to the betterment of the business. This influenced the convention so that it was agreed to leave the matter of apprentices to the local associations.

A member from Minneapolis said that if he was a workman he would be a union man, for they could teach this association many things about organization and the way to reach results through association. He said they should have a strong organization and talk over all these questions

of mutual interest with the union.

Some members of the "open shop," or Employers' Association, who were also delegates to this convention, taunted the members of the International Association of Photoengravers on their troubles with apprentices. "We employ whom we please, when we please and pay what is agreed upon without discriminating against union men."

#### EMPLOYERS TO GET TOGETHER.

A member from Boston thought there should be but one association of employing engravers and had a resolution passed authorizing a committee of this association to attend the "open shop" meeting at Toronto, in September, and see if a basis of agreement could not be found by which both societies could consolidate. It developed during this debate that there were 125 firms in the International Association of Photoengravers to about thirty-five firms in the Employers' Association.

There was considerable question of dues in the association. It was brought out that the union man gives one per cent of his earnings to the union and "gets something for it." "When this association will pay in one per cent of their business into the organization they will have well-paid officers, a research department for the use of members, technical schools where their apprentices can learn why they perform certain operations, and which most journeymen of the present day can not tell them." (Questions which are answered each month in the "Process Engraving" department of THE INLAND PRINTER.) It was agreed to increase the appropriations for the expenses of the president and secretary of the association.

#### TESTIMONIAL TO PRESIDENT STILES.

The question of increasing the president's allowance was interrupted by a member who complained of unfair treatment by the president during the morning session, and he would like to have the opportunity of "presenting his case." 'President Stiles was obliged to relinquish the chair to Mr. Frank H. Clark, of Cleveland, while the complaint was heard. Doctor Bodenheim, the irrepressible joker, was the complainant. He said that at the morning session the president shut him off during a debate. He wanted a square deal, etc. As the doctor's wrath increased, his power to use any language failed him, and he called out: "O bring in the present." The "case he presented" was filled with beautiful sets of silver knives, forks and spoons, a testimonial from the members of the association to President Stiles for the admirable manner in which he has handled its affairs for many years. President Stiles was so completely surprised that he was only able to feebly

express his gratitude, which was drowned with: "For he's a jolly good fellow."

#### COST-KEEPING.

W. L. Denham, of Minneapolis, gave the convention the subject for lengthiest discussion. He illustrated his address with lantern-slides, reproducing pages of the system of bookkeeping which he has devised for photoengraver's use. There are so many factors that enter into the cost of engraving that Mr. Denham's hearers were surprised at the thoroughness with which he had gone into all the details of manufacture in an engraving plant.

After the illustrated lecture in a darkened banquet hall adjournment was made to the regular convention hall, where Mr. Denham replied to questions. The subject was discussed for hours, as it was the most vital one before

the convention.

"Cost-keeping" aroused a desire to hear from Mr. George H. Benedict, of Chicago, whom all recognize as the pioneer agitator of the importance of this question of costs. Mr. Benedict brought with him his famous charts, which have been published in THE INLAND PRINTER and were the first means of opening the eyes of the photoengravers of this country and abroad to the fact that they were losing money on the minimum cuts for which they charged \$1.50. These charts were based on a careful record of twenty months' business in his own establishment and were ratified by comparison with similar records kept by many other concerns, notably the Inland-Walton Company. Mr. Benedict showed how sixty-two per cent of the cuts made in an engraving establishment were minimums and not one per cent were over fifty square inches.

Mr. Benedict said: "These large cuts which we are supposed to make money on are an illusion. If we got a proper price for our small cuts we could afford to give away our large cuts. The facts are, we are losing twenty-five per cent on fifty per cent of our business, and we are doing it in the hope that, some day, somehow, the situation will change."

#### CREATING NEW BUSINESS.

Mr. John Clyde Oswald, editor of the American Printer, addressed the convention on "Creating New Business." As the discussion up to that time had been on how to stop losing money in the engraving business, Mr. Oswald was reminded of the Abraham Lincoln story of the man who always sold his goods for less than he paid for them, but explained it by the statement that he did such a large business he could afford to do it. Mr. Oswald gave some excellent advice regarding representatives, circularizing and the methods of securing new business.

Edward G. Pringle, of R. Hoe & Co., in his address on "Points About the Offset Press Which Should Be Understood by Photoengravers," told of the development of the tin-printing machine to the present offset press, after which followed an educational discussion as to what effect this press was going to have on photoengraving and how members of the association could best help out the printer with the offset press. A member from Philadelphia showed an album of work which he had done for the offset press and told of his experiences with it. The question of charges came up, several members told of the bills they had rendered for photographic work of different kinds for the new press, all of which charges were considered too low. One speaker was greeted with applause who said: "If this press is the money-maker for the printer that those selling it claim it is, then photoengravers should be paid for their work."

"The Coöperative Plan for Fire Insurance," was

explained by Mr. Arthur J. Ferris and was listened to with marked attention.

W. E. Baldwin's talk on the "Saving of Silver Waste" was most practical, and is referred to in the "Process Engraving" columns in this issue.

The banquet at the Hotel Lafayette was a brilliant success. At least 250 ladies and gentlemen attended. After a fine menu was partaken, President Stiles, as toastmaster, called on Mr. John Clyde Oswald to speak for the ladies, which was done in Mr. Oswald's most felicitous manner. Mr. James Pierce, of Buffalo, spoke for the local committee, expressing the great pleasure it was to entertain so handsome a company, incidentally telling some good stories, and Mr. Pierce is the master of the humorous story. Max Levy, who has attended all the conventions, congratulated the association on its growth in numbers and good-fellowship. Mrs. L. L. Gamble, of Nashville, sang beautifully "My Old Kentucky Home, Good Night," and, as an encore, "Auld Lang Syne." Mr. Thomas Heath, vice-president of the association, was the last speaker called upon, and his remarks were a model of modesty and brevity.

It must not be understood that there was no fun at the convention. One scientific gentleman undertook at 2 A.M.



BY F. HORACE TEALL.

Questions pertaining to proofreading are solicited, and will be promptly answered in this department. Replies, can not be made by mail.

#### Geographical Names.

S. B., Corydon, Indiana, writes: "In setting leadered work some compositors place the extra space in between the leaders. I put it between the words to the left, or between the wording and the leaders. I think that extra space is more noticeable when placed between the leaders than when placed between the words and the leaders. Which is right? In writing (or printing, rather) a town name like Evans' Landing, should the apostrophe be left out?" Answer.—



From left to right: Max Levy, J. Clyde Oswald, S. H. Horgan, Thomas Heath, M. O. Blackmore. Photograph by Dr. Hermann Bodenheim.

to dance on a table in his pajamas, but as the aforesaid table-top was prepared for him with a thick coat of Le Page's glue, on which he slipped, any photoengraver can picture the scene. At the "smoker," which name, by the way, covers a multitude of sins, there was used a stop-watch and the same accessories used at Reno on the Fourth of July, and for the same reason. The last day was given over entirely to enjoyment, which included a trip to Niagara Falls and the Gorge in specially chartered trolley cars. No one was permitted to suffer from hunger or thirst on this trip, neither was there any drought of any nature from the time we reached Buffalo until we left it. What more can be said?

Leader matter certainly looks better when extra spacing is placed between the words or just before the leaders. Various printers' books and manuals of style tell what leaders are, but no one seems to have thought of saying anything about this matter of extra space. The best way to write names like the one mentioned depends on the nature of the name as to its sense. Some such names are made with no intention of showing the relation of possession, but simply using the personal name as an adjective. Evans Landing thus would mean merely a landing named after Evans. Most frequent in such cases is the possessive sense, and this would properly give Evans's Landing. Some people would write it Evans' Landing, because they

dislike repetition of the s sound in speech, and so do not repeat it in writing. Evidently no one form can be adopted for all such names, and the only safe rule for proofreaders is to follow copy, allowing the responsibility to rest where it belongs, with the writer. Such is the only proper practice, except in cases where the proofreader knows - and can prove - that the name is not written correctly. Even if a proofreader knows and can prove that a certain form is the correct one, he may get into trouble by making it so if it is different in his copy. People who write things incorrectly often insist that their way is not incorrect, and those who pay for work must have it done to suit them. That is, of course, it must be done as ordered by those in authority, when they plainly indicate a preference. If they are willing to have corrections made, and the proofreader knows it, the reader's only restriction is the limitation of his knowledge. No phase of language is more arbitrary than the forming of proper names. Absolutely the only way to know what is right in many cases is to know what is the local, or the most common, or the original use in the matter of place-names, or the personal or family use of personal names. Occasionally predominant usage will be so surely known by the proofreader that he may be justified in making a change from copy, and in some instances he may even be expected to conform to common usage, as in the case of names of places or persons of his immediate neighborhood, no matter how they are written. But such names are only a small fraction of those that must be provided for in a general consideration of the subject. If a place is originally named Evans's Landing — which name would arise from a man named Evans having landed there, or because he owned a landingplace there, or from some idea of possession at some time by Evans — the name may not remain long in its original form, because of the natural tendency toward simplifying. Evans Landing is just as good a form, even if the original idea is one of possession, although it does not distinctly represent possession, but simply that the place is named after Evans. Local usage is the only reliable indication of the proper form for the name, and, lacking knowledge of local usage, the determination must rest with the one who writes it. Following copy in such a case constitutes a perfect defense if the proofreader is asked about it, and any other action may cause trouble for him. This is emphasized now by the fact that many official changes have been made in names of unquestionable possessive origin, and the other fact that frequently the official changes are not accepted by the people who prefer the old and correct way. Thus the most authoritative lists now have the name Marthas Vineyard, while many good writers insist on having the correct form, Martha's Vineyard. Official decision makes the mutilated form correct, but, the official decision being itself incorrect, it is strenuously combated by those who will not accept such crudities simply because some persons clothed with a little official power prescribe them. This being so, no proofreader should undertake the substitution of Marthas Vineyard when Martha's Vineyard is written, unless he is ordered to do so. Unfortunately, as it seems to one who believes in the preservation of wordforms that show what they mean, if the reader is instructed to use the forms given in any certain book or list, he will have to make it Marthas, without the possessive sign, if so in his list, and to spoil many other names similarly. Without such instruction his safest procedure always is to follow copy. Proofreaders can not learn too thoroughly the lesson that personal preferences of their own, or even absolute knowledge of their own, should be ignored not only in any case presenting legitimate choice between two forms,

but whenever there is a possibility that writers or editors may think differently from them. Other kinds of geographical names also are often doubtful, even authorities of equal standing showing some of them in differing forms. For instance, a place in Pennsylvania is named by combining the names of two men, Wilkes and Barre. The name undoubtedly was originally written so as to show each personal name, Wilkes-Barre, and it is so given now in the latest Webster's Dictionary, the New International. But the form was long ago changed to Wilkesbarre, and it so appears in the Standard Dictionary. Both of these dictionaries profess to give the spellings adopted by the Board on Geographic Names, but one must differ from that board's decision, unless that board has changed its decision in this case, which may have been done, as many people strenuously object to Wilkesbarre, and urge retention of Wilkes-Barre.

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This is a long answer to the question asked, which refers only to one place-name. But that reference to one name really opens the way to consideration of all such names so that it would be almost wicked not to treat the general subject. One of the most important phases of the subject as a whole has yet had no attention. It is the question of how far principle may be allowed to govern in such matters. Goold Brown, more than a half-century ago, wrote a great deal about names of places, especially with reference to whether they should be compounded or not. He tried to make laws for some forms which the world has never accepted, and insisted that many such names were properly written as one word which had been and still are written as two, though even he had to acknowledge that what he called impropriety was fully established in some cases. Thus he says: "Of six or seven towns called Newhaven or New Haven, some have the name in one word and some in two. Haven means a harbor, and the words New Haven, written separately, would naturally be understood of a harbor: the close compound is obviously more suitable for the name of a city or town." In his examples of improprieties for correction he gives a sentence containing the name Fall River, and says: "Not proper, because the name Fall River is here written in two parts, and with two capitals. But, according to rule 6th, 'Those compound proper names which by analogy incline to a union of their parts without a hyphen should be so written, and have but one capital.' Therefore, Fallriver, as the name of a town, should be one word, and retain but one capital." But he comes nearer to the truth regarding practice not only as it was, but as it still is, in this observation: "Perhaps there is nothing more puzzling in grammar than to find out, amidst all the diversity of random writing and wild guesswork in printing, the true way in which the compound names of places should be written." Fall River is right — two words.

Mr. Theodore L. De Vinne says, in "Correct Composition," page 25: "Names of persons and places are frequently misspelled. Two forms of the same name may be written unwittingly by a rapid writer. To decide upon one form is the duty, not of the compositor (nor yet of the proofreader, who should query unless authorized to change), but of the author, who should write the name in one form only for the same book. When this duty devolves on the proofreader, he may confidently accept the preferred spelling of the dictionary prescribed." To this may be added: When the name in question is not found in the dictionary or other book of authority, he may confidently follow copy, or, if the name be written in two ways, make the best choice he can for himself, or have some one in authority choose for him.



BY JOHN S. THOMPSON.

The experiences of composing-machine operators, machinists and users are solicited with the object of the widest possible dissemination of knowledge concerning the best methods of getting results.

#### Speed on Ad. Composition.

A California linotype operator writes: "I have a clipping from an INLAND PRINTER of several months ago, which states that 3,800 to 4,000 per hour is an average, or a good average, on thirteen-em brevier. I am equal to that, all right, and have no trouble whatever with my machine, but I am an ad.-compositor and am on a Model 5 (high frame), running eight-point and ten-point. My work keeps me more than half - I think five hours' average out of eight hours - on changes from one machine to another. The bulk of our ads. average around seventeen to twenty-six and one-half ems. I know I work fast in my changes. Am careful and have no mixed matrices or trouble with the machine, but my boss got it into his head I had ought to get up 1,600 to 2,000 lines. I am getting up from 900 to 1,600 - average around 1,200. Am I slow, considering my proofs are mostly O. K. or not more than five corrections to twenty inches on any measure, or should I do better?" Answer .- Under the circumstances you are doing very well. Operators of similar speed and attainments are in demand. If you were operating steadily, having no changes or other stops, you could no doubt reach 2,000 lines or better.

#### Distributor Clogs.

An Iowa operator writes: "Am working on a No. 5 that has been in use about three years. Everything working nicely except the distributor, which has been giving considerable trouble of late - more so on the eight-point, tenpoint and probably eleven, although we have not used it of late. On this the matrices are carried the full length of the bar and drop from the end to the floor. These do not seem to be damaged in the least, and of late any odd matrix is carried over, sometimes a lower-case 'l,' 'm,' 'i,' 'e,' 'n,' 'quads.' In former times a capital 'I' was the only offender. The combinations do not seem to be damaged, as the next time through they will drop in their respective channels, especially if we are watching. Can you suggest a cure or preventive? Then, again, the distributor will stop without any apparent cause. Here's my solution of this difficulty; am I right? The point of contact between the stopping-bar and the plate on which it rests when the distributor is in action are worn, both of them, I should say, about one thirty-second of an inch, and rounded somewhat here. These parts, I claim, should be renewed, as they slip off, and an adjustment of the plate would cause the bar to hold to it and not slip, should the matrices clog, thus probably damaging something." Answer .- The following plan, to determine the cause, is suggested: Remove the channelentrance guide bar (I 216). Watch the distribution of a number of lines and note how the stopping bar acts if matrices are clogged or lay flat on the guides. The cause of matrices carrying the full length of the distributor bar

is sometimes due to a matrix lying flat on the guides, which will hold a matrix suspended until it passes its dropping place. If the stopping bar is worn it can be squared up with a file. Then set the distributor clutch lever adjusting plate so that the bar will rest on it one-sixteenth of an inch. Also see that all of the magazine entrance guides are straight and not burred at the top edge.

#### High and Low Letters on Slugs.

T. T., a West Virginia operator-machinist, writes: "(1) The thirteen-em slugs enclosed with clipping from paper have, as you will notice, high and low letters; the remainder of the article was O. K., both the beginning and ending. The impression shows on reverse side many letters punched through, but many letters not showing at all. This trouble does not occur often. (2) The two other slugs enclosed show the bowl on one of the capital 'P's' damaged. This occurs when first elevator descends to proper position with mold. The one slug showing capital 'P' with bowl undamaged is produced when adjusting screw in elevator head is screwed down, in which case the tops of lower ears of matrices are damaged. I will not go into detail as to the condition of the machines here, but when I state that former machinist removed the molds twice daily and put them on the emery-cloth to remove the accumulated metal on back of mold, and two of the operators were using a piece of hard steel to scrape out the inside of mold and its front surface, with weights on ejector lever to keep ejector lever from coming forward too far, you will partly imagine what I am up against. The specimens enclosed are from separate machines. The capital 'P' trouble is annoying. If you can enlighten me, and help me overcome this trouble I will truly appreciate it. It may be overcome by a single twist of the wrist, so send the twist, and with haste, or your letter may have to be forwarded. 'Nuff sed.'" Answer.—(1) The high and low letters may be due to the need of a new or stiffer pot-lever spring; possibly an adjustment of the spring tension will make the face alignment more uniform. It may be that the aligning elevation of the pot cam is worn down uniform with the normal radius of the cam, thus not affording a proper pressure at the time when face alignment should take place. Procure cam shoes C 197 and C 198, and attach them to the pot cam in proper position, if such is the case. (2) The damage to the bowl of the "P" is due to a movement of the line to the left just as the mold-disk is about to retreat. This may be caused by the spring of the pump-stop lever (BB 214), if you have the new style pump-stop. You should attach a back-mold wiper and keep it in working order. This part is F 482 and costs 25 cents. There is but one way to have first elevator adjusted. It should show about one sixtyfourth of an inch space between the vise cap and the downstroke screw, when the elevator has risen for alignment. Do not have it any other way. Your matrices will not be sheared unless you have some other complication, such as tight lines with the vise automatic out of adjustment.

#### Facewise Alignment.

A Toronto, Canada, operator writes: "Enclosed please find slug with fault which I am unable to account for, and any light on the subject by your valuable department of Machine Composition will be thankfully received. The fault occurs, as you will notice on examination of slug, to the lower-case 'e' alone, the right-hand side of which is scraped or slurred off, leaving only half of the character. The font is new and the spacebands are, in my opinion, in first-class condition. Peculiarly enough, this has hardly any perceptible effect on the printed page, with the exception of the first few impressions, as the pressure of press

seems to squeeze the character into proper shape. These are American matrices, but the same thing is noticeable with the gothic face (press-proof enclosed), English sixpoint matrices. Also would like to have your opinion as to where fault lies with six-point gothic, English matrices, press-proof (referred to above), whether metal, matrices, machine or other cause. This font gave us a great deal of trouble a short time ago. We had a twenty-four page catalogue nicely past the proof-revise stage, and first eight on press, when the blackface figures, used with the roman for contrast, would not show up in many cases, despite all the pressman could do. Some of the letters were slightly high, others low. The job had to be reset on another machine.' Answer .- It would be easier to determine the cause of the trouble had a slug been enclosed. The following remedy is suggested: Put in a new pot-lever spring (F 27) or increase the stress of the old one by tightening the front nut on the eyebolt (F 539). This operation should cause a more perfect alignment facewise of the line of matrices, thus giving a more uniform printing surface. The slug received shows a slight "fin" projecting upward on the side of several lower-case "e's." This defect can be corrected by increasing the stress of the first and second justification-lever springs, which will result in a tighter justification of the line.

#### The "Pantotype."

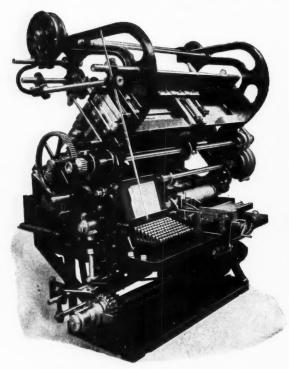
The "Pantotype," a new composing, justifying and distributing machine, the invention of a French engineer, M. Dacheux, will be exhibited at Brussels, Belgium, this

tributor is mounted above the magazine, which is inclined away from the operator, and the galley of matter to be distributed is separated automatically and each letter deposited in its proper magazine by means of special nicks on the types and feelers or controllers which are actuated by the nicks. The magazines are capable of holding a considerable quantity of type, so as to permit composition for a time without distribution, or distribution without composition.

The keyboard operates ejectors which push the corresponding type into converging channels which carry it to the assembling point. Justification is accomplished by compressible spaces, several of which are introduced in the line while assembling by the operation of the proper key.

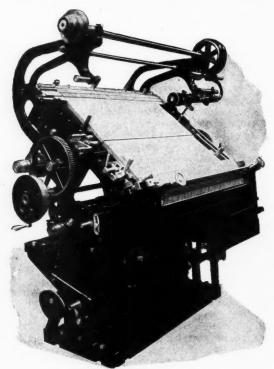
Change of length of line is made by setting the assembling gage and galley, and change of body by changing magazines. The distributor is adjusted by turning a small hand-wheel which controls the width of all the passages. As shown in the photographs, the power transmission is mounted on top of the machine, but this can be omitted and the power derived from a direct-connected motor. One-quarter horse-power drives the machine, which weighs about 2,200 pounds.

It is difficult to see what advance this machine makes in the art. From a mechanical standpoint, the composition of foundry type has been successfully accomplished by several machines in the past, but they have one by one been relegated. To-day the Unitype machine composes and distributes in an entirely satisfactory manner and mechanically appears the simpler machine. Nor does justification by means of compressible spacers appeal to practical print-



FRONT VIEW OF "PANTOTYPE."

year for the first time. It employs movable types and has all the advantages of this method in the matter of making corrections, etc. The machine itself, two views of which are shown herewith, is a compact one and built on novel lines, while the mechanism is all visible and accessible. The dis-



REAR VIEW OF "PANTOTYPE."

ers. The Cox machine, of short life, employed that method, and others tried and abandoned it. Dozens of patents have been issued on various shapes and styles of compressible spacers but none are used to-day.

The fact is that any machine confined to a limited num-

li E o c C

ber of characters, not able to compose small capitals and italics as well as the hundreds of other characters used in bookwork, has a limited field of action, and a machine which does not make its own type caters to a still smaller field.

#### Setting Newspaper Ads. on the Linotype.

The Mergenthaler Linotype Company have just issued, from their printing department, a copy of a twelve-page newspaper. It contains nine different department-store advertisements, furnished by as many representative newspapers in different parts of the country. With the exception of the few larger display lines in these advertisements, which were canceled, every line of composition was set on the Linotype. On the first page are printed the signed statements of the foremen of the various offices, together with

#### Where there's a will there's a way to make "The Linotype way the only way

PLEASE NOTE IN THE POLIMINIS "SAMPLE" DEPARTMENT STORE ADVERTISATION EVERY WORD AND EVERY FIGURE WAS COMPOSED ON THE LINOTFFE.

AND EVERY RULE DOUBLE AND BLOD USED WAS CAST ON THE LINOTFFE. THE OILT HAND WORK EMPLOYED WAS ON THE MARKEUP.

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SPECIMEN OF NEWSPAPER AD, COMPOSITION ON THE LINOTYPE.

their portraits. The last page of the paper is reproduced herewith, which was set up as an example of the capacity of the Linotype for department-store advertisement work. Every word and figure, every rule, border and slug used on that page was cast on the Linotype. It is a splendid showing of the universal range of the Linotype, and may surprise some who have not kept in touch with the latest developments in linotype composition.

#### Assembler Slide Adjustment.

An Eastern operator writes: "Would like to have your information and suggestions on the following: What causes the failure of assembler slide to return after line is sent up? Our machine is a Model 5, made last year. Have tried adjusting brake all ways and consulted several operators, but can not seem to get at the cause of the difficulty. (2) Have also had the same trouble the South Dakota machinist mentions in the April INLAND PRINTER, regarding the battering of the front toes of the matrices. They do not seem to strike the small glass, and the upper glass is adjusted so that there is no play whatever when locked." Answer .- (1) The failure of the assembler slide to return after the elevator is raised is likely due to the brake not being released. Try it first by hand to see if it works freely with the brake released, then try it by raising the elevator to full height. You should by this plan find the cause of the trouble. (2) If you will send a damaged matrix we will be better able to judge the cause of its defect. It would be more or less guesswork to say what the damage is from without seeing a matrix.

#### Instruction on the Linotype.

A Canadian operator writes: "I am just about to learn the linotype machine at one of our local newspaper offices, and am writing you to know if you would be good enough to give me a few 'pointers,' that would be of benefit to a beginner. I do not know anything about it at all. I am a constant reader of THE INLAND PRINTER, also a student of the I. T. U. Course in Printing." Answer .- To the beginner we would suggest the necessity of starting right. In this matter no better guide can be found than by following the instructions embodied in "Correct Keyboard Fingering." This method has displaced all others in the various places where instruction is imparted to students on the machine. In The Inland Printer Technical School this system has been in use for a number of years, and no reason has been found for making any change in it. "The Mechanism of the Linotype" should also be studied. Both of these books are published by The Inland Printer Company.

#### Adjustment of Trimming-knives.

A New York operator writes: "With regard to hairlining of matrices, I think I have remedied the difficulty. I increased the tension of the justification springs, and it made a great deal of difference. I have had trouble in the trimming of the slug, which is bound to be smaller at the bottom than at the top. I thought perhaps it was the knives, so I got a new set of knives, and, as the mold was warped, had it overhauled at the factory. I also put in new locking-studs, which on these machines are set with dowel-pins, and, therefore, must be in right place, and also bushings. I set the knives, the left hand to trim the overhang on the smooth side of the slug, but not to gouge into the slug, and took good care in setting it. I then set the right-hand knife to trim ten-point, .140. The first slug that comes out measures exact, but, after the machine has cast nine or ten lines, it runs small at the bottom. Then let the machine stop a while and the first slug that comes out is exact, but to run straight along it runs small on the bottom. I have been troubled with this on all three machines more or less. I enclose two slugs. I took notice of the disks to-day and on two machines they move slightly forward as the ejector ejects the slug. I have not had much trouble with the slug on the other machine. Of the slugs I am sending, the blank one is the more correct. The other is one that has been cast when the machine was running right along. I think the blank slug measures .140. The book I am working on I have to make go page-for-page, as per reprint copy, and, therefore, make it .139, less than tenpoint. Under the circumstances I am unable to produce two slugs of the same measurement, but I think these will give you an idea as to the trouble. They were cast by the same machine. The blank was cast after the machine was standing and the other after it had been running a while. If the mold-disk is the cause, I wish you would kindly tell me how to remedy it, as it moves forward as the slug ejects." Answer .- The slugs do not measure correctly, both the right and left knife being out of adjustment. First set the left knife so there is no overhang at the top on the

smooth side of the slug, then set the right knife so that the slug measures standard, or .140 inch. If you persist in having the slug trimmed less than standard it will usually cause your right knife to change, especially so if the knives are not sharp. To set the left knife send in a line and lock your spaceband-lever. Remove the galley and bring the adjusting-screws lightly to a bearing against the knife. If the slug shows a slight overhang, turn out a trifle on the adjusting-screws and then loosen both banking-screws of the knife. The flat curved spring to the left of the left knife will push the knife to the adjusting-screws. Then tighten the banking-screws. The next slug should show less of an overhang. Continue this operation until the left knife removes all of the overhang on the smooth side of the slug without gouging into the body of the slug. To prevent the mold-disk moving forward as the slug is ejected, build under the right-hand locking-stud block or washer with one-half point brass rule until the disk no longer moves forward as the slug is ejected.

#### Recent Patents on Composing Machinery.

Typesetting Apparatus.— L. K. Johnson, New York city. Filed January 10, 1910. Issued May 31, 1910. No. 960,096.

Apparatus for Reducing the Length of Cast Spaces.— P. W. Druitt, London, England. Filed December 31, 1907. Issued June 14, 1910. No.

London, England. Filed December 31, 1907. Issued June 14, 1910. No. 961,690.

Two-letter Junior Linotype Matrix.— C. A. Albrecht, Baltimore, Md., and Leopold Leidenberg, Berlin, Germany. Filed February 6, 1909. Issued June 14, 1910. No. 961,742.

Duplicate Magazine Distributor.— J. R. Rogers, Brooklyn, N. Y., assignor to Mergenthaler Linotype Company, New York. Filed May 18, 1909. Issued June 21, 1910. No. 961,798.

Duplicate Magazine Distributor.— J. R. Rogers, Brooklyn, N. Y., assignor to Mergenthaler Linotype Company, New York. Filed May 25, 1909. Issued June 21, 1910. No. 961,798.

Stop-motion for Typecasters.— J. S. Bancroft and M. C. Indahl, Philadelphia, Pa., assignors to Lanston Monotype Machine Company, Philadelphia, Pa., assignors to Lanston Monotype Machine Company, Philadelphia, Pa. Filed March 12, 1909. Issued June 28, 1910. No. 962,409.

Low-quad Mold.— J. S. Bancroft and M. C. Indahl, Philadelphia, Pa. Filed March 12, 1909. Issued June 28, 1910. No. 962,409.

Low-quad Mold.— J. S. Bancroft and M. C. Indahl, Philadelphia, Pa., assignors to Lanston Monotype Machine Company, Philadelphia, Pa., Filed June 3, 1909. Issued June 28, 1910. No. 962,410.

Low-quad Mold.— J. S. Bancroft and M. C. Indahl, Philadelphia, Pa., assignors to Lanston Monotype Machine Company, Philadelphia, Pa., Filed June 3, 1909. Issued June 28, 1910. No. 962,411.

Quick-change Magazine.— W. H. Scharf, Montreal, Canada, assignor to Mergenthaler Linotype Company, New York. Filed January 23, 1907. Issued July 5, 1910. No. 963,076.



A PRINTER'S HOME.

Home of T. B. Brown, printer, Topeka, Kansas. Built by the owner on the "point" system throughout.



This department is designed to furnish information, when available, to inquirers on subjects not properly coming within the scope of the various technical departments of this magazine. The publication of these queries will undoubtedly lead to a closer understanding of conditions in the trade.

All requests for information demanding a personal reply by mail should be accompanied by a self-addressed, stamped envelope.

#### Vignetting Punches.

(706.) "Can you give me the address of a firm which makes vignetting punches?" Answer .- F. Wesel Manufacturing Company, 70-80 Cranberry street, Brooklyn, New

#### Printers' Patent Form-truck.

(709.) "We saw an advertisement in your journal some time ago, which has not appeared in recent numbers, of a printers' patent form-truck. Can you advise us as to the manufacturers of this article?" Answer .- Mashek Manufacturing Company, 594 West Lake street, Chicago.

#### Muslin for Signs.

(712.) "Would it be possible for you to give me the address of a firm that handles muslin for sign-printing?" Answer .- The only dealer we know of handling prepared muslin for signs is the Cleveland-Akron Bag Company, Cleveland, Ohio. When writing this concern, send sample of muslin desired.

#### Binders' Cord Machinery.

(711.) "Can you advise us where we can obtain machinery for making binders' cord? This is a silk-covered cord, rather tightly twisted, and is used by printers for binding booklets." Answer.-As far as we have been able to ascertain, G. Otto, 175 Prince street, New York city, is the only manufacturer in this country of machinery for making binders' cord used for the purpose stated above.

#### Truck for Linotype Metal.

(714.) "Will you kindly advise us of the names of parties manufacturing a truck for handling linotype metal. If possible, we would like to get a truck that would dump the metal, instead of having to lift the metal out." Answer. - Inquiry made among truckmakers leads us to believe you can secure the truck you desire from the Standard Scale & Supply Company, 23 North Canal street, Chicago. This concern makes trucks of all kinds.

#### Cloth Binding Working Loose at Back.

(691.) "Under separate cover we are sending you a copy of a book, our first attempt at cloth binding. Will you please inform us as fully as you can the cause of the back coming loose from the book?" Answer .-- The cause for your book falling out of the cover is the lack of super (a coarse cheesecloth) on the back. The books should be glued up with thin glue (yours was too thick), rounded and backed, then another thin coating of glue for supering. These should be cut about one-quarter inch shorter and two inches wider than the book back. The third and last gluing is applied over the super for the paper lining. When glue is used thick it does not take hold of the paper, but cracks off when leaves are opened up. The covers

should be made with glue, not with paste, as in this book. That caused the warping. The cover is too long for the book; one-eighth of an inch is enough for the cover to project on each end. The front is not so bad. After pasting the books into the covers they should be left in press at least eight hours.

#### Labels in Roll Form.

(713.) "I enclose a sample of a drug-label, printed in roll form, and would ask you if there is any firm in the United States that prints these roll-form labels other than the McCourt Label Cabinet Company, of Bradford, Pennsylvania?" Answer.—The Kidder Press Company, Dover, New Hampshire, makes a press especially adapted for this class of work, and undoubtedly will be pleased to give you a list of printing-houses using its presses, among whom will be found label-printers.

#### Automatic Feeders and Job Presses.

(655.) An inquiry in the July issue for information on automatic sheet-feed devices for platen presses was inadvertently not completely answered, the name of the Autopress, manufactured by the Autopress Company, 299 Broadway, New York city, being omitted. This time and labor saving machine is meeting with remarkable success in the rapid production of high-grade printed matter. The Western department, under the management of Mr. William P. Fisher, 303 to 304 Manhattan building, Chicago, is being extended to meet the growing demand from printers at home and abroad.

#### Tariff Rates.

(678.) "In your issue of May, under the heading 'Trade Notes,' we notice the 'Bookbinders Protest Against Tariff Construction,' and would like to know if this refers to the sending of magazines, periodicals, etc., out of the country to be bound, for instance in Germany, and then shipped back all bound up? And if there is a duty, does it apply also to State institutions having such work done?" Answer .- Periodicals, magazines or books printed in this country and sent to foreign countries to be bound, upon their return must pay a duty of forty per cent on both the value of the binding and that of the book, if bound in leather. In cheaper bindings the rate is twenty-five per cent. There is some difference made on the leather binding, depending on whether the value of the book conforms with the value of the binding. For instance, if an inferior work were bound in an expensive leather binding the rate would be higher than if the printed matter conformed in quality with the binding. State institutions, where affidavit is made that they are such, have certain exemptions. For further information, write the Treasury Department at Washington, D. C.

#### Long Primer.

(705.) "What is meant by 'long primer'? Is it tenpoint (as I have been told) or a bastard size between ninepoint and ten-point? In other words, is the old name 'long primer' ever applied to modern ten-point?" Answer.—Before the point system was established we knew types simply by names — agate, nonpariel, brevier, long primer, pica, etc. But these names did not stand for a standard measurement. The long primer of one type-manufacturer could not be depended upon to justify with the long primer of another maker. Each foundry had a specific size for its different types. Usually, the long primer of those days was not as large, by a small fraction, as the present tenpoint, which was the case in all the other types, in comparison with the number of points representing their size

to-day. Long primer was not known as a bastard type before the point system became effective. Some of the bastard types were bourgeois, minion and agate. They were called bastard, because they could not be justified with pica by use of leads or slugs. Modern ten-point is known as long primer to-day simply because ten-point was made to displace the size known as long primer in the former days. The same can be said of all the other types. However, correctly speaking, ten-point is not long primer. It is simply ten-point.

#### Transparent Paper.

(704.) "Can you give us a recipe for the making of paper transparent, giving similar results as are obtained in the window envelope?" Answer.—There are several methods, which will depend upon the use to which the paper is to be applied. The following is recommended: Boiled and bleached linseed-oil, 120 parts; lead turnings, 6 parts; oxid of zinc, 30 parts; venice turpentine, 3 parts. The above ingredients are to be put in a suitable vessel and mixed intimately and boiled for about eight hours. Allow it to cool, then stir and add while stirring the following: White copal, 30 parts; gum sandarac, 2 parts. Apply this mixture to the paper with a brush or by running the sheets through between felt rollers, which will be saturated with the liquid. Another method is to run the sheets through a series of felt rollers which will paraffin the paper. This must be done with the aid of heat, so that the paraffin remains liquid. The paper used in the envelope with the cut-out is a vegetable parchment. This paper is made transparent by a chemical action. The method described in "The Art of Papermaking" is as follows: White unsized paper is dipped for one-half minute in strong sulphuric acid, specific gravity 1.842, and afterward in water containing a small amount of ammonia. By Gaine's process unsized paper is plunged into sulphuric acid diluted with one-half to one-fourth of its bulk, with water at a temperature of 60° F. The paper is afterward washed in weak ammonia.

#### Gold and Silver Leaf.

(687.) "What is the best method for applying gold and silver leaf to highly finished label-paper, and which is the easiest and best way to remove the leaf after the work is dry? Also kindly inform me who makes the best size, also leaf for this purpose." Answer .- Run the size first, but do not run off too many sheets, because they will be dry before the gold can be laid on. Lay on the leaf with a pad made of thin pieces of wood a little larger than the printed form. Cover the wood with a piece of Canton flannel, then glue a knob on top for a handle. Gold should be cut to strips best suited to the form by drawing a gold-knife (a form of spatula) across the leaf, either while in the book or on a calfskin cushion. Moisten the pad slightly with olive-oil, pick up the strips in succession on the pad until it holds enough to cover the label form. Lay on the sized impressions and run in on the press again; but first lay a piece of waxed or oiled paper over the label for the type to strike on. The impression through the waxed paper will fix the metal leaf firmly to the size. Spread them out to dry, after which you can rub off the surplus with cotton. For gold-stamping on glazed label-stock, use Fuchs & Lang Manufacturing Company's gold size, and for silver, use their silver size. The difference is in their color, one being yellow and the other white. The gold or silver can be had direct from the beaters -A. H. Williams, 158 Fifth avenue, Chicago, or Herman Behlen & Brothers, 5 North William street, New York city. The latter firm carries a more complete line of all metal leaf.



The assistance of pressmen is desired in the solution of the problems of the pressroom in an endeavor to reduce the various processes to an exact science.

#### Dried Inks.

(720.) "I recently took charge of a small newspaper and job plant and found that most all of the colored inks were too hard to use. There are about a dozen half-pound cans which I would like to save if there is any way to make the ink usable." Answer.—It would not pay to install an ink grinder for the purpose of saving these inks, so we would advise you to throw away the dried ink and order new stock. By keeping the surface of the ink in the can covered with boiled oil or reducing varnish, it will not form a skin so readily.

#### Tint Body.

(717.) A pressman suggests the following mixture for a transparent-tint body: "Six parts of light linseed-oil varnish, one part white wax dissolved in benzin. Tint this compound to the desired depth with analin. Add drier to suit the stock to be used." At the present time the various inkmakers are offering suitable compounds for tintmaking. The purchase of such mediums removes any element of chance in the production of tintwork, as the compounds can be relied upon to give good results. We would like to see specimens of work produced by the formula described above.

#### Inks and Rollers for Collotype.

(721.) "Will you please inform me where I can procure inks and rollers suitable for collotype printing and what would be the cost?" Answer.— Collotype inks of various colors may be had from dealers in litho inks and supplies, at a cost of about \$2.50 per pound. An eight-inch composition roller, complete with frame, core and handle, will cost about \$2.50. The roller should be about as hard as those used by photoengravers, as the collotype ink is very stiff and requires much working up. A six-inch leather-covered roller may be had from a dealer in litho supplies for about \$3.50. This roller is not an essential, however.

#### Slur Caused by Intermediate Gear.

(718.) The following letter from a pressman brings to light another unusual cause for slurring on a form. "Some time ago I asked your advice regarding a slur on a form of half-tones printed on a pony press. I followed your suggestion by lowering the cylinder a trifle, which helped to some extent, but did not entirely remedy the trouble. Afterward I raised the intermediate gear, which fixed the trouble permanently. The booklet enclosed was printed after the adjustment was made." The booklet, printed on enamel stock, shows clear sharp printing in the type and cuts. The page edges next to the margins do not reveal the slightest slur or drag. The impression in the shadows and on the vignette edges is all that can be desired. The firm contact of the cylinder bearers on the bed bearers and

a close but not a tight mesh of the cylinder gear with the intermediate gear should cause the form and printing surface of cylinder to travel in unison. To those unacquainted with the position the intermediate gear should occupy, let it be understood that when the cylinder is down firm on the bed bearers, this gear, which is adjustable, should not bind tightly with the cylinder gear, but should have some play. To determine this the press may be stopped on the impression and the screw and washer of this gear may be removed; the gear should move out and in without binding.

#### Hard Summer Rollers.

(716.) "We have two form-rollers for an old Cincinnati cylinder news press that were made last September. When cold weather came they were laid away and winter rollers were used. Now, I want to use these rollers in hot weather, but they are too hard. As they have a fine surface and in every other way appear all right I would like to know how to soften them sufficiently to make use of them. A reply will be appreciated by the man in trouble." Answer .- If the rollers remain hard during hot weather it is quite possible that they are now useless, as they have lost an essential property, that of springiness or resiliency. This condition probably came about by putting away the rollers with their surfaces unprotected by oil or ink. The rollers remaining this way in a dry room soon loose their suction and in a short time become lifeless. This state is permanent, so you will require new rollers.

#### Offset Press for Illustrations.

(724.) A unique catalogue from Hill's Print Shop, New York city, shows the combined use of the offset and the typographic press in the production of an illustrated catalogue. This book is about 6 by 9 inches, printed in a high grade of antique stock. The sixty-four pages of letterpress and illustrations are done in a creditable manner. The illustrations, which are mainly vignette half-tones, 150-line screen, are executed on the offset press. These half-tones depict mechanical devices, showing the various details in an excellent manner. This innovation will doubtless find a wide field in publication work, as inserts of coated stock will not be required where an antique or laid book stock is used for the type-pages. Fine-screen halftone illustrations may now be used to advantage on unfinished surfaced stock where, previous to the advent of the offset machine, line cuts were used wholly, or inserts printed upon coated or machine-finished stock.

#### Japan in Inks.

(723.) "A Pressman" writes: "In commenting on the printing of heavy antique cover-stock in THE INLAND PRINTER recently, the article states to 'use boiled oil to thin the ink, if required, and, if the run is short, add as much Japan drier as the ink will stand.' Does not the drier have the opposite effect on the ink, and render it tacky, as it was before being thinned with boiled oil?" Answer.— The drier, to some extent, will induce tackiness in inks; the effect is more noticeable where coated stocks are used. The cause of tackiness in heavy-bodied inks is not due to the drier used, but rather to the strong grade of varnish used. The stiffest inks are those ground in strong varnish. On a short run it is quite likely the press will be run at a reasonably slow rate of speed, hence the advice about using as much drier as the ink will stand. However, the judgment of the pressman should prevail. We might have added that the addition of spirits of turpentine would accelerate its drying and at the same time prevent

the plucking of the fiber off the stock. Turpentine absorbs oxygen freely, and has the property of imparting the oxygen it has absorbed to materials it comes into contact with. It is valuable in connection with the use of printing-inks that are slow driers in themselves.

#### Photogravure Post-cards.

(715.) Submits a post-card produced by photogravure process in a dark sepia ink, and asks: "Can you inform me by what process this card is printed? Also, where can I receive instruction in work of this character?" Answer. — The card is illustrated by the photogravure process. A treatise on "Photogravure," by Herbert Deniston, may be obtained from The Inland Printer Company for \$2.25, post-paid. A series of articles on this process appeared in The Inland Printer, entitled "Photogravure for Beginners," by Dawson. The first article appeared in the April, 1908, number and continued until November of the same year. A second series by Dawson, entitled "Photogravure for Advanced Students," began in December, 1908, and continued until September, 1909. These articles are illustrated by diagrams, and give comprehensive directions for the guidance of students in this interesting work.

#### Purple Ink on Golden-rod Cover.

"Can you assist a printer who has been trying to get a purple ink by mixing and who, thus far, has succeeded in getting only drabs and browns? The enclosed sample of golden-rod cover is to be printed on; the aforesaid printer finds purple a hard color to produce on any kind of stock." "Answer .- Suggest to the printer to give up experimenting in trying to produce purple by mixing two or more inks, as such a color will hardly be recognized as a purple, when printed on the color of stock mentioned. The printer should turn to his sample-book of inks and select a suitable purple or violet, some neutral body and mixing white for tinting with. Having secured these he is prepared to produce almost any tint or purple hue desired. If the printer requires the purple at once and has on hand some rose lake and ultramarine blue, he can secure a very fair purple by combining these two colors. Take a small quantity of the ultramarine and place it upon a piece of the stock to be printed, add and mix gradually a small quantity of the rose lake; the desired contrast may be ascertained in this manner.

#### Belts Slipping.

J. E. Tucker, Tucker Feeder Company, 1 Madison avenue, New York, writes:

"There is a condition prevailing in many pressrooms throughout the country which might be of interest to a great many of your readers. I am sure it should, and if you think so you may use this letter; if not, you may consign it to the waste-basket and no harm done.

"I have had occasion to visit a good many pressrooms, and I am surprised to see so much time and power wasted by belts of presses and shafting being upside down; or, in other words, placed on with wrong side to pulleys. I notice in a good many instances the main belt to the motor or engine is even placed on in this manner. And, strange to say, there is a prevailing idea with a good many pressmen that a belt should be placed on with the *rough* side to the pulleys; and some of the otherwise best regulated pressrooms in the country are rigged in that manner.

"The smoother the surface of the pulleys and of the belt surface in contact with them the better the adhesion and the more driving power. Even a laced belt loses a third against one which is spliced and glued.

"Many men—and good mechanics too—think that a belt with the rough side to the pulley is less liable to slip, but the reverse is true; and more than that, a belt should run in a certain direction relative to the grain of the leather, to obtain its full efficiency; and the best belting is prepared with a highly polished face and marked the direction it should run.

"A horizontal belt placed with rough side to pulleys loses about fifteen per cent of its speed, while a perpendicular one in like manner loses about twenty-five per cent."

#### Vignette Half-tone Cuts.

(719.) Submits a circular printed on enamel stock, having sixteen small vignette half-tone cuts and an impression of the form previous to the make-ready. These cuts on the first impression pulled printed stronger than the type adjacent thereto. The edges of all the cuts are harsh and exhibit marks of hand-tooling. The middle parts of some of the cuts print dimly, which fact suggests that they should have been remounted before printing, as the edges are high. The finished proof on enamel paper looks very well, for the area of each has been reduced materially. The printer's inquiry in part is as follows: "The enclosed circular and press proof, before it was made ready, shows the trouble we had in handling this form. We tried every way to cut away the edges of the small cuts, but we could not shade them off, so we had to use a frisket to eliminate the raw edges. These cuts were sent to us for circulars after they had been used on a fifty-thousand run in a booklet form. Please advise us if they are not worn down in the center, and if so, what can be done to them to do away with the trouble we are having." Answer .- On such a form the cuts should all have been remounted and their height reduced a trifle below type-high. This would obviate much of the make-ready and enable the pressmen to give softer edges with but little cutting out, the make-ready being mainly a matter of "pyramiding" with successive layers of thin paper, and the spotting up with tissue for the low places. The center of the cuts do not show wear; the dimness of the impression at that position indicates a depressed surface. This depression, slight as it is, allows the edges to print much stronger than normal. The markout sheet, when ready to spot up, will show a series of circular marks, indicating the dim spots in the cuts that are to receive patches of tissue. These patches in theory level up the printing surface inversely, by making the paper meet the slightly concave surface of the cuts. Because of the small area of the cuts, center interlays (not underlays) are of little value, especially where wood mounts are used, so the work of producing soft edges is carried on by cut overlays and spotting up principally. Where the cuts are originals the problem is not so trying as with an electrotyped form. The tympan in this case, if made of resilient material like soft book or news, should be covered by at least two hard, well-oiled draw-sheets. Work of this character is, however, more economically handled and has a higher artistic finish where the mechanical overlay is used, as compared with the hand-made or spot-up overlay. The selective features of the mechanical overlay allow no room for guessing, the tone values of the cuts are never lost or overdrawn and the unyielding nature of the material permits but little or no yielding in the centers or other parts receiving great pressure. In such cases we always advise the use of mechanical overlays where the class of work demands the highest excellence of product.



BY CYRILLE DION.

The economics of the paper-box making industry, practical notes and suggestions on paper-box making and answers to inquiries regarding paper-box making, are the purposes of this department. Contributions are requested.

#### Boxboard Coffins.

Amid the multifarious activities of life we have seen paper boxes put to many uses, and the number of such increases with the passing years. We have paper boxes for clothing, for cereal food, for pies, for cakes, for ornaments, for fruit - lemons among the rest - and we have them in the shape of fans, firecrackers, pistols, even barrels, but it has remained for an ingenious doctor of Carthage, New York, to adapt them to the use of coffins. To the disgust of the casket trust, he has made coffins of boxboard, prepared according to a method of his own devising, which he claims will withstand the action of water and the effects of dampness, can be hermetically sealed, and will preserve the bodies of the dead quite as well as the metallic casket now in ordinary use, and will last much longer than any wooden casket. He is said to have spent a fortune on his experiments, and to have evolved a product far cheaper and lighter than either iron or wood. Should the invention become popular, who knows but the museum curator of a thousand years hence may point his curious visitors to a specimen of "American" mummy in its paper case, alongside its fellows of Egypt's palmy days, with which we are so familiar.

#### Short-measure Packages.

The city sealer of Cleveland, Ohio, has made charges that the paper ice-cream pails distributed among dealers by several of the large ice-cream manufacturers of that city are from two to five ounces short measure, resulting in a loss to consumers amounting to thousands of dollars. The entire force of employees of the city sealer's office was put to work on the investigation, and an especially hot day in July was chosen for the work, a time when the manufacturers had a greater number of wagons than usual making city deliveries. Some of the manufacturing concerns were using paper pails containing the exact measure. Arrests are expected to follow the investigation. It is a sad commentary on the weakness of human nature in these days that business men can be found who have standing, repute and alleged good character, yet who are willing to use unfair methods in business competition. The manufacturer who uses short-measure packages has a great advantage over his more scrupulous competitor who gives full measure, and he swindles his customer, who, unknowingly, pays for something he does not receive, and the paper-box maker who knowingly produces and sells a package made for short weight or measure is as great a rascal as the man who uses it to defraud. It is well to remember that any one who stoops to such petty thievery will be detected sooner or later. One lie or one fraud discovered will destroy the most elaborate business edifice that rests upon the foundation of confidence, more certainly than a machine-gun will thin out a mob. It is related of George Washington -

and the story is not apochryphal—that flour shipped by him and branded "George Washington, Mount Vernon," was passed in West Indian custom-houses without inspection, so great was the public confidence in his personal integrity. If some business men of to-day followed his example, the public would be freed from many of the petty frauds now current, that, while not productive of heavy losses, are yet extremely annoying.

#### Openings for Paper-box Factories.

One of the most enterprising cities of eastern Ohio is Youngstown, which has doubled its population in the last seven years, and is now booming at a rate that will soon bring it near the one hundred thousand mark. It needs a paper-box factory and a book store, however, to keep its people from going to Cleveland and Pittsburg for such supplies. Our correspondent on the road has looked the ground over, and recommends it to our readers.

Another town that is now growing with a truly surprising rapidity is Erie, Pennsylvania. The prices of real estate there have risen one hundred and twenty-five per cent in the last two years, and available building sites are not easily obtainable. Erie has always been known as a center from which radiated some of the finest quality of work in the printing art that could be found in the State of Pennsylvania, and now that the General Electric Company has bought one thousand acres of land on the outskirts of the city, upon which it will erect \$5,000,000 worth of buildings within the next year, having a capacity of six thousand hands, a new boom has set in for Erie. A paperbox factory should do well there, the one already on the ground being well patronized.

#### Estimate for a Folding-box Business.

"What machinery and appurtenances would be required to do a business of \$25,000 a year in the folding-box business?" asks a close reader of this department. That depends on a number of things not mentioned by our reader, but we will disregard the personal equation, which is so great a feature in any business; also, the prospective location of the plant; also the local conditions surrounding it; also the question of freight rates on raw material and on finished product; also the matter of shipping facilities; also the matter of labor, so far as regards the facility for the securing of necessary help; and also the question of available working capital. While seeking to answer an inquiry that is evidently made in good faith, and to answer it in a similar spirit of good faith, we must not fail to call the attention of our reader to the fact that he has asked a question which, without further enlightenment on these important particulars, it can not but be an unsatisfactory task to answer. Our reader must not forget that all the elements we have mentioned enter largely into such a business proposition, and that while one man can make a small plant produce the amount of business indicated under favorable conditions and with good management, another would find it impossible with a much larger plant under adverse conditions and with the most careful and expert management. Let us analyze the proposition offered by our friend. The amount of business he names would mean an average gross business of \$2,083.33 per month, or \$480.77 per week. When it is considered that a large bulk of boxes means a very small return in cash, it will readily be seen that our friend must make an actual product of about \$80 a day. He could not do this with less machinery and less help than we indicate below. He will need one cutting machine, one cutter press, one automatic gluing machine (unless he wants to do his gluing by hand), and he will

need a printing-plant in addition, which may be of greater or less extent as he chooses, to offset the need of having his printing done outside, which is always expensive. This will cost him in the neighborhood of \$3,500 or \$4,000, exclusive of the printing-plant, and he will need at least twenty hands. Our friend must always bear in mind, however, that the bulk of his business must necessarily be local, and that if he has not such a location as will produce local business, he will be severely handicapped. If he locates in some town where there is a large consumer of folding boxes, such as a cereal manufacturer, or a candy manufacturer, he will have an advantage if he can secure the trade; otherwise, he will be at a disadvantage, on account of the freight charges; while, if he selects the proper location, he will have a decided advantage, and there will not be so much difficulty in bringing his business up to the required standard of \$25,000 a year, though, if he seeks small business he will have a hard time to make both ends meet. He must not disregard local conditions, or depend on business coming from a distance, and he must seek large business, for there is no profit in small orders.

#### Paraffined Paper Drinking-cups.

The growing demand for individual drinking-cups in places patronized by the general public, has induced the Chesapeake Beach Railroad to order paper drinking-cups, which will be installed on the system within a few days. In each car a small nickelplated vender, holding about one hundred paraffin paper cups, will be placed beside the water-cooler. The cups are visible, being stacked upside down in a dustproof glass tube. One cup is released at a time by pulling a small handle.

The officials of the Baltimore & Ohio Railroad are also considering a plan of furnishing individual paper drinking-cups on all trains operated over its entire system, as it now has individual drinking-cups in practically all of its stations, which can be obtained by dropping a coin in a slot machine. The road claims that the people seem to like the innovation, judging from the patronage, and it is possible that the officials will decide to extend the service to the trains. If this is done there will be no charge, however, for the cups furnished on the trains.

The Western Maryland Railroad has also under consideration the placing of paper drinking-cups on all trains operated over its system. Other roads running out of Baltimore are also taking up the matter, realizing that it is imperative for the health of the traveling public that this sanitary precaution be taken. These cups are made from a lightweight paper-board, which has been treated so that they will hold water for a limited time. They will find a ready use in theaters and on excursion boats, and the making of them bids fair to grow into a large and well-distributed industry.

#### Impervious Dressing for Boxboard.

Many attempts have been made to produce a dressing that will render paper and boxboard impervious and resistant to water, grease and other fluids at the same time making it extraordinarily tough and strong. Few of these treatments have been more than partially successful, but Alexander W. Harrington, of Brooklyn, New York, has been granted a patent recently on a composition that he claims to be simple, practical and economical and to meet entirely all requirements. The ingredients used are as follows: Waxy material, preferably white leaf wax, 200 pounds; oil, preferably Russian oil, 1 gallon; cloves, 1 pound; glue, 60 pounds; formaldehyde, 1 ounce; glycerin, 1 ounce; amylaceous material, preferably cassava, 40 pounds, and may be changed in amount according to

circumstances. The composition is prepared as follows: About six parts of water are added to the cassava, and the mixture boiled. After boiling, the mass is cooled and the glue is then added and the mass then raised to a temperature of about 180° F. To the mass is then added the white leaf wax, the Russian oil and the cloves. The Russian oil referred to is a refined petroleum product, having a specific gravity of about .823. The cloves are incorporated in the mixture by placing the same in a bag and allowing it to remain in the composition until the latter is cooled. The mass is then cooled and the formaldehyde and glycerin are added. During preparation, the ingredients are carefully mixed to produce a uniform product.

The composition may be applied to the paper in any desired manner. Its nature is such that it may be applied to paper at any stage of manufacture, so that the paper may be treated while on the paper-making machine by leading it through the composition, or otherwise applying it thereto at a point between the press rolls and the delivery end of the machine. If desired, it may be mixed with the pulp before the formation into paper or sprayed on the paper while it is on the wire. This appears to be a valuable improvement for the trade.

#### Notes.

THE board mill in the island of Corfu has recently installed new machinery, which has doubled its output.

AN excellent quality of boxboard is made from papyrus, a reed found in the lakes of central Africa and on the river Nile.

EXPERIMENTS made in Algeria have demonstrated the availability of the fibrous covering of cocoanuts for the making of paper and boxboard.

Most of the novelty companies in Middletown, Ohio, are running full time on paper oyster-pails for fall delivery, the demand for these goods being very brisk.

A BRITISH patent has been granted to Hans Günther Reinstein, of Hanover, Germany, for an invention having for its object the manufacture of furniture from paste-

It is reported that there is a great increase in the demand for paper boxes and cardboard in the Philippines. Much of the supply in the islands comes from England and Holland.

THE Boston market for boxboards and fiber paper is dull just now, as is usual in summer, and prices are somewhat lower than normal, but with the beginning of autumn a brisk demand is expected.

THE Alton Boxboard & Paper Company, of Alton, Illinois, has almost completed its new plant, at a cost of nearly \$300,000, and will soon be in active work. The company recently increased its capital to \$500,000 and will begin its new work under the most favorable auspices.

A SMALL but well-equipped boxboard mill in the East is offered for sale, because of the pressure of other interests held by the present owner, which make too great demands upon his time to permit his giving it proper attention. It would appear to be a good opening for an energetic man.

THE American Corrugating Company has been incorporated at Grand Rapids, Michigan, with \$225,000 capital stock, to take over the corrugated paper and packing-box division of the American Paper Company. The incorporators are William H. Gilbert, W. A. Jack, S. A. Morman, John W. Goodspeed and Theron H. Goodspeed.

THE Louis F. Payn Boxboard Mills, of Chatham, New York, which have been named after the celebrated ex-com-

missioner of insurance of the State of New York, has been recently incorporated to manufacture and deal in paper and pasteboard and their products, with a capital stock of \$100,000, and bids fair to do a handsome business.

SOUTHERN New Jersey is not to be outdone in the line of the paper-box industry. A company has recently been formed at Bridgeton, with a capital stock of \$25,000, all contributed by local capitalists, which is called the Bridgeton Paper Box Company, and will engage in the manufacture of paper boxes, paper bags, shipping packages and the like.

THE sixth annual convention of the Pennsylvania Paper Box Manufacturers' Association was held at Eagles' Mountain Home, Mount Penn, near Reading, on July 20 and 21. Representatives of the leading paper-box manufacturing firms in the State were in attendance to the number of sixty, representing an invested capital of \$64,000,000.

In Germany, the paper and board mill workers are entitled to holidays as follows: Manager, four to five weeks; agents, three to four weeks; clerks (after ten years' service), three weeks; clerks (after five years' service), one week; workmen (after five years' service), one-half week. Workmen with less than five years' service get no holiday at all.

THE Capac (Mich.) Paper Company is turning out thirty tons per day of boxboard, container board and sanitary peatboard. The extensive plant employs three double boilers, developing 750-horse-power, an engine of 300-horse-power and an air machine of 125-horse-power. The latter is used for drawing water from six wells, each 200 feet deep. The company's reservoir has a capacity of 1,500,000 gallons, and the two water-softening tanks hold 20,000 gallons and 30,000 gallons respectively.

The nine per cent increase in freight rates on straw-board in the territory between Cincinnati and Duluth will scarcely be welcomed by paper-box makers affected by it. There are those who think our Uncle Samuel's paternal interference in railroad matters has gone a bit too far, but, though there has been some disturbing effect of late, it is not be doubted that things will settle down after awhile. Muddy water will clear itself if let alone, and it is not so much what is done, as the uncertainty of the doing, that affects us seriously.

THE San Francisco (Cal.) paper-box makers are reported to be unusually busy at this season, and are working to full capacity. The cherry crop was large and created a heavy demand for cartons, much of the pack having been thus prepared for shipment to the East. The factories are all busy and there is a probability that much additional machinery will be installed. Dress and suit boxes have been in great demand, also, and a large business is now being worked up in the way of fancy boxes, most of which, heretofore, have been brought out from the East.

WE have received through the courtesy of Mr. Frank Nossel, 38 Park Row, New York, some very handsome specimens of folding boxes, made on a Victoria platen printing-press, from the shop of Rockstroh & Schneider, of Heidenau, Germany, who are represented in this country by Mr. Nossel. These boxes are made by the use of special dies, male and female, and were printed, embossed and cut by one operation, a decidedly practical and economical method. Some of the samples submitted were made on a form made up of knives and score lines. This form is made up without the use of wood or lead fillings, and can be easily handled by any pressman of ordinary skill. It can be changed to suit any shape of box desired, and, as the

blank-filling space may be used for electros, the box can be cut, scored and printed by one operation.

In the Chicago market July has seen boxboard demoralized. The supply exceeded the demand, and many of the mills had contracted ahead at ruinously low prices. The dealers were indifferent about selling at any price, believing that many of the mills were selling direct at wholesale prices. United Boxboard is said to be seeking a method of advancing the value of its product, and wants to adopt the use of patent machinery under lease or royalty, a plan that is employed by some corporations as a means of regulating competition and driving wholesalers and dealers from the board market.

The Hinde & Dauch Paper Company, of Canada, Limited, which is part of the great Hinde & Dauch Company, of Sandusky, Ohio, has lately issued a booklet of forty-eight pages, entitled "How to Pack It," which gives illustrations and descriptions of many paper-box specialties manufactured by the company. Among them are cereal boxes, waterproof shoe boxes, lamp-chimney boxes, liquor boxes, lantern-globe boxes, corrugated fiber shipping cases, specially adapted to various fragile articles, wrappers and cartons, mailing envelopes, book-covers, picture-frame protectors, etc. It is printed in colors, on enameled paper, with a handsomely designed cover, and is an unusually fine specimen of the printing art.

THE beautiful city of Monroe, Michigan, which is the home of the largest paper-box factory in America, that of the Boehme & Rausch Company, will soon have another large factory of paper boxes. The River Raisin Paper Company has been incorporated in Michigan, with a capital of \$100,000, and the construction of a plant at Monroe will soon be begun. It is expected to be in operation by February, 1911, and will employ one hundred and twentyfive hands, the principal product being folding boxboard and shipping cases. This line of manufacture is the leading industry in Monroe, and much of the capital in the new company is from local sources. The officers are D. C. Jenkins, president; G. H. Wood, vice-president and treasurer; A. W. Stitt, secretary. Among the directors are Frank P. Walter, of Monroe, and J. Frank Gray, of Chicago. G. H. Wood was formerly superintendent of the Boehme & Rausch Company's plant.

A "PAPER-BOX TRADE BOARD" is being organized by workers in paper-box factories in England, under the auspices of the labor department of the board of trade. Home workers are to be represented as well as factory workers. It will be the duty of this trade board "to fix the lowest rate of wages which an employer shall be allowed to pay in the trade of making boxes or parts thereof, made wholly or partially of paper, cardboard, chip or similar material." There is to be one board for the whole of England, Wales and Scotland, with thirty-five members, of whom three, including the chairman and vice-chairman, are appointed members representing the board of trade. Employers and workmen are each to have sixteen representatives, and the term of office is to be three years. Representatives of the employers are to be elected, and for this purpose eight electoral districts are defined in the regulations. A different method has been decided on for the work-people's representatives. They are to be chosen by the board of trade after considering names supplied by workers in the trade, due regard being paid to the proper representation of home workers. This movement is being opposed by the Boxmakers' Branch of the National Amalgamated Society of Printers, Warehousemen and Cutters of London, which wishes to form a local union.



#### Cost Congress to Meet Next October.

At a meeting of a committee of the Cost Commission, it was decided to heed the general demand for another international cost congress, and the early part of October was named as the time of meeting. The place has not as yet

& Co., of London, England, who said it gave him much pleasure to send a donation of £2, in recognition of the good work done by the commission "in behalf of the whole printing business."

#### Chicago-Milwaukee Midsummer Frolic.

The fourth annual outing of the Franklin Club of Milwaukee took place at Waukesha Beach, on Saturday, July 9, and was one of the most pleasurable and representative gatherings of the kind ever held in Wisconsin.

The club extended an invitation to the Ben Franklin Club of Chicago, and the delegation of twenty-one from that city reached Milwaukee about noon and were met by a number of Milwaukeeans, headed by President Fowle, of the local club.

After luncheon at the Milwaukee Athletic Club the



MILWAUKEE BEN FRANKLIN CLUB AND THEIR CHICAGO GUESTS.

Photographed by Harmon Seymour.

been decided on, as there are several tentative bidders, with Milwaukee and Chicago at the front offering positive inducements.

The committee discussed the question of program, and some progress was made in selecting subjects and speakers

The meeting was attended by Chairman Morgan, of Chicago; Mr. Ellick, of Omaha, and Mr. Meyer; of Milwaukee. Mr. Morgan told his colleagues that there was no abatement of interest in the work of the commission, and with considerable pride referred to communications received from foreign countries. These included a letter from A. R. Dobson, president of the American Book & Printing Company, of Mexico City; a request for the proceedings of the first congress, together with \$1 and some words of cheer, from A. E. Ogg, superintendent of the Methodist Publishing House, Madras, India. But the "foreign business" that pleased Mr. Morgan most was a letter from R. A. Austen Leyl, director of Spottiswoode

diners and one hundred and forty others trolleyed to Waukesha Beach. More refreshments being tucked away, the party embarked on a steam launch and the afternoon was pleasantly spent on the lake, making various stops at hotels and summer-resorts along the beach. At the Lakeside landing a group picture of the entire party was taken.

Returning to Waukesha Beach, an elaborate banquet was given in the dining-room of the Beach hotel. President Fowle, of the Franklin Club of Wisconsin, acted as toastmaster, and introduced Mr. W. J. Hartman, president of the Chicago Franklin Club, as the first speaker.

Mr. Hartman, after complimenting the club on the success and progress attained during the past four or five years, proceeded to give one of his well-known heart-to-heart talks on the benefits derived from organization. The speaker was at his best, and talked fluently for at least three-quarters of an hour, holding the attention of his auditors, who gave him round after round of applause at the conclusion of his remarks.

S. Wetzel, of the Wetzel Brothers Printing Company, followed Mr. Hartman in a short address, dwelling on the subject of price-cutting, and advising all the printers to abandon the "knife" and stick for a profit in the future.

Mr. Morgan, of the Ben Franklin Club of Chicago, was "there with the goods" on the cost system and on the progress of the Cost Commission's work. He cited instances where the blanks of the standardized cost system were asked for from the uttermost ends of the earth, including Australia, England and India.

Mr. Bernard Cannon, of the Cannon Printing Company, Milwaukee, urged coöperation and the maintenance of profitable prices in Milwaukee, while Mr. Turner, of the Graphic Arts Insurance Company, of Philadelphia, advocated mutual insurance as the most effective means of reducing rates for printers.

Accounting," F. E. Webner, Cincinnati; "The Printer and the Dollar," Franklin W. Heath, Philadelphia; illustrated lecture—"The Printer as a Credit Man," J. L. Fricke, Austin, and J. L. Reeves, Corsicana; "Benefits Accruing from Membership in the State Association of Employing Printers," A. M. Embree, Belton, and A. Hicks, Tyler; "Technical Institutes and Technical Training as Applied to the Printing Business," Hon. Charles Bookwalter, Indianapolis.

President Lee, of the United Typothetæ of America, and President Berry, of the International Printing Pressmen's and Assistants' Union, have promised to attend, and will likely deliver addresses.

These Galveston printers have made arrangements for the convention and will look after the entertainment of visitors: Messrs. George M. Courts, Oscar Knapp, F. W.



MILWAUKEE FRANKLIN CLUB AT WAUKESHA BEACH.
Photographed by Harmon Seymour.

As the Chicagoans had arranged to stay over all night, there was much entertaining of them in groups by congenial coteries of hosts. Sunday afternoon saw the last of the visitors en route for the Windy City, all acclaiming Milwaukee printers as being princes among entertainers.

#### Texas Printers Meet.

The Employing Commercial Printers of Texas will hold their fifth annual convention at Galveston, on August 5 and 6. It is expected that two hundred will attend the meeting, the purpose of which is probably well expressed in the motto which the organization flies on its letter-head—"Don't throw rocks at the other fellow's hook."

From the standpoint of quantity, quality and eminence of the speakers, the "feast of reason" measures up to the standard set by national organizations. In addition to the addresses of welcome and replies thereto, this interesting program has been provided: "Our Protest Against the Government Printing Special Return Request Envelopes," Byron S. Adams, Washington; "Fire Insurance," Alfred J. Ferris, Philadelphia; "What of the Future of the Printing Business," E. A. Thompson, Denison; "Salesmanship as Related to the Printing Business," Fred E. Johnson, Dallas; "The Printers' Credit at the Bank," Ennis Cargill, Houston; "Overhead or Fixed Expense," Sam Hargreaves, Dallas; "Hand Composition," J. P. Chambliss, Ennis; "Machine Composition," Mr. Orem, Houston; "Cost

Erhard, F. F. Hunter, G. L. Stevens, Will Knapp, Oscar Springer, Lawrence Knapp, G. C. Crocker, F. A. Gehring and P. B. Erhard.

#### Outing and Presentation at Minneapolis.

Under the auspices of the Ben Franklin Club of Minneapolis, employing printers of that city picnicked on Saturday, July 2. There was a congenial gathering and the pleasures usual to such an affair were numerous and on tap all the time, the chief advertised feature of the outing being a ball game. But the most pleasant happening was not mentioned in the program. Among the picnickers was Fred L. Smith, one of the oldest printers in the country and head of the oldest house in Minneapolis — the Harrison & Smith Company. The day was Mr. Smith's sixty-seventh birthday, and his colleagues of Minneapolis anticipated the occasion by preparing to present him a handsome diamond ring.

When the party had assembled to look at the ball game, President Girling, of the club, called the picnickers to order and introduced Mr. Smith to them as the youngest old man and the oldest young man present. As the speechmaking which follows gives a glimpse of the character of man this Minnesota Nestor is, we print the talks in their entirety:

"LADIES AND GENTLEMEN,—A very pleasant duty has been delegated to me, and I want your attention while I undertake to perform it. My good friend, Mr. Smith, an

honored member of the Ben Franklin Club of Minneapolis and its Board of Directors, having reached his majority to-day, we deem it proper that we give him something more substantial than mere words to remind him of the event. He is one of our pioneers, both in point of years and business experience. He is sixty-seven to-day, and has been continuously in business for thirty-nine years, during which time he has frequently come in direct and sharp competi-



F. L. SMITH ANSWERS THE DIAMOND RING.

Present, left to right: James Shaunessy, Graham Paper Company; Alfred Roper, superintendent Tribune Job, and secretary Ben Franklin Club; Thomas H. Girling, superintendent Great Western Printing Company, president Ben Franklin Club; Fred L. Smith, president Harrison & Smith Company; Mrs. F. L. Smith; Mrs. W. O. Hawkins.

tion with probably every member of this organization, many of the contests being in the nature of hard-fought commercial battles, in all of which Fred Smith has always held his own, and generally gotten the job (whether he made any money on it or not), and, notwithstanding all this business rivalry and the many defeats at his hands, we love him still. and it is gratifying beyond my power of expression for us to know that through it all he has retained the esteem of his fellow craftsmen to such an extent that it is my very pleasant privilege to present to him one of the highest tokens of friendship that it is possible for an organization of business men to bestow upon one of their number, and, brilliant though it may be, it can never outshine the ripened friendship of so many years' duration. Brother Smith, I ask you to accept this in the same spirit of love and loyalty that prompted your colleagues to give it, and I voice the sentiments of myself and every member of the Ben Franklin Club of Minneapolis, in the hope that you may have many, many more years in which to enjoy the gift and the esteem of your friends it is designated to bespeak."

This was a complete surprise to Mr. Smith, but he "came back" like the veteran of many surprises, successes and disappointments he is, and said:

"Mr. President, Friends and Fellow Members of the Ben Franklin Club of Minneapolis:

"If there was ever a time when I sincerely wished that I might be endowed with the words and eloquence of a W. J. Bryan or a Frank M. Nye it is certainly now, that I might the more adequately express my heartfelt thanks for this very unexpected, possibly unmerited evidence of your personal and fraternal regard. I do not know what you have thrust upon me, but, coming from the members of the

Ben Franklin Club, I know it is something worth while, and, therefore, accept it with a deep sense of gratitude, and the assurance that I shall cherish the gift and the memory of the givers and this occasion, to the end of the journey, as among the happiest experiences that relieve the monotony of the long stretches of waste places along life's pathway. Though longing for the language of an orator with which to voice my love and appreciation, I must content myself with the vocabulary of the printing-office, in which I was educated and can generally make myself understood, and merely say that I sincerely thank you as I have never felt thankful for the biggest job that ever came my way at the close of any of the contests in which we have been engaged. May a kind Providence remember and reward each one of you as you have remembered and rewarded me to-day is my sincerest wish. Again I thank you, and ask God to bless you and your work."

While Mr. Smith was replying, W. R. Venables took the snapshot which we reproduce.



"AND HE WAS TOLD TO FOLLOW COPY!"\_
CARTOON BY GEO. M. BUENGER.

#### PRINTER WHO HELPED MAKE PRESIDENT IS DEAD.

Jacob Covert, who, as a member of "Big Six" Typographical Union, of New York, was credited with having been the deciding factor in the nomination of Benjamin Harrison for President, died recently at Washington, D. C., having for several years past been a member of Columbia Typographical Union. Mr. Covert was a veteran of the Civil War, at one time was a member of the Indiana State Legislature, and later became a candidate for the United States Senate. His funeral services were held under the auspices of Phil Sheridan Post, Grand Army of the Republic, of which organization he was a member.

You may talk to one man; your advertising talks to the world.— Mahin.

Written for THE INLAND PRINTER.

#### FROM THE WESTERN SLOPE.

BY OUR OWN CORRESPONDENT.



UNE showed a slight falling off for those who follow the fortunes of the printing craft. Usually the summer is dull, in San Francisco especially, for the vacation period is near. The closing of courts and the general interruption of business is felt by the men who sell printing, as well as by those who supply the needed

things to keep presses humming. Strange to relate, the unlamented "glove contest" affected trade. Many thousands of dollars were expended in the metropolis before It looks as though the reported arbitration proceedings will be

A STANDARD Monotype has been sold to the *Douglas Leader*, of Roseburg, Oregon.

A FORTY-SIX-PAGE "Centennial" edition was recently issued by the San Bernardino (Cal.) Sun. THE San Francisco Commercial High School's semi-annual official book was issued during June.

E. L. MACKAY & Co., of San Francisco, have added a No. 5 Linotype to a completely equipped job plant.

 $\mathbf{H}.$  M. Alexander, job-office proprietor of San Francisco, is convalescent from an attack of blood-poisoning.

THE Daily Telegram Company, of Long Beach, Cal., purchased a No. 5 Linotype during the month of June.

The bill-posting war still keeps its participants busy. J. Charles Green has sued a rival, who covered his posters.

FRED P. ROCHE has severed his connection with the Colusa (Cal.) Sun, account of his father's death, and is now in the hardware and plumbing

ABE RUEF, San Francisco's ex-boss, filed his twelve-thousand-page tran-ipt on June 27. Twenty-four volumes, standing about four feet high, re required to hold the twelve thousand pages. It is said that over \$5,000



A PRINTER'S HOME. Residence of Fred M. Staples, journeyman printer, Oak street, Greenwood, Massachusetts.

Governor Gillett issued his ultimatum, and both poster and job printers felt the executive hand. However, there was general rejoicing among the right-thinking people of all classes at the prohibition, and, after all, it is far better to lose a few dollars than that which money can not buy. Employing printers have been busily engaged in aiding the committee in charge of the Panama-Pacific Exposition, and it looks as though it will not be long until all the needed money is secured.

#### Notes from Here and There.

THE Reedley (Cal.) Ledger has been purchased by O. D. Lyons

J. M. Brown is the new foreman of the Murdock Press, San Francisco. THERE is a dispute between the Typographical Union and the newspaper publishers of San Francisco over what constitutes insanitary composingwas paid for labor alone in this one effort of Mr. Ruef's to keep out of the penitentiary. Tal Powers has left the Lodi (Cal.) Sentinel to take the job-office fore-manship of the Oroville (Cal.) Register.

P. W. Pray has abandoned the printing business in San Francisco, as the result of a successful venture as a farmer.

John Sheehan, of the Sacramento (Cal.) Sunday News, is recovering from a very severe attack of typhoid fever.

JUNIOR typesetting machines have been sold to the Antioch (Cal.) Enterprise and the Maricopa (Cal.) Oil News. R. F. Watt, of Exeter, Cal., has acquired a half-interest in the Maricopa (Cal.) Oil News, from Col. W. F. Train.

 $W_{\rm ILLIAM}$  R. Lowery was awarded the collegian gold medal for work on the paper of St. Mary's College, Oakland, Cal.

WALTER T. LYON, proprietor of the San Francisco Richmond Banner, aspires to a seat in the next California Legislature.

THE women of the Catholic Church of Weaverville, Cal., published a daily paper during a fair held in the middle of June. W. A. McKay has disposed of his half-interest in the firm of Baldwin & McKay, job printers, of San Francisco. He served during the Boer War,

and this enabled him to secure a land grant of 320 acres at Saskatchewan,

An attractive booklet has been published by the Fresno (Cal.) Republican, to show people the paper's growth and stability.

James McCune, who has charge of the Colusa (Cal.) Sun's composing-room, has more than a local reputation as a fisherman.

LOUIS A. ROBERTSON, one of San Francisco's most gifted writers, especially of poetry, died on June 21, aged fifty-four years.

R. H. W. Maloney, of South Berkeley, Cal., has increased the size of his weekly paper, the *Eagle*, to a sheet 8 by 12 inches.

California's resources are shown in an illustrated book, accompanied by fine map, issued by the California Development Company.

CARROLL CRAWFORD, for years a member of the San Francisco Chronicle proofroom staff, has resigned to enter the optical business.

ROBERT MAGILL, city editor of the Sacramento (Cal.) Bee, is receiving congratulations of his friends upon becoming a "grandpa." S. D. Merk has purchased the Burlingame (Cal.) Advance from F. W. tinson. Mr. Merk formerly issued the San Mateo (Cal.) Leader.

JOHN G. MILLER, editor of the Red Bluff (Cal.) Daily and Weekly News, married Miss Alice Harris, of Peru, Ind., during a recent Eastern trip.

Miss Adair Walden, daughter of John E. Walden, editor and proprietor the Napa (Cal.) Journal, has announced her engagement to Winfield Lee

ROBERT NISBETT, a California printer, has a partner in William P. owley in patenting an invention to make train robberies practically

THE Stockton (Cal.) Commercial Club has decided to mail prospective tlers of San Joaquin County a three-months' free subscription to the daily papers.

THE Southern California Editorial Association has elected, as president, C. E. Jones, of the Lancaster Ledger, and as secretary, Edgar Johnson, of the Riverside Enterprise.

THOMAS J. CURTIN, of the San Francisco job-printing firm of Buckley Curtin, was selected outside guardian by the Native Sons of the Golde West, at the June convention.

HENRY F. GORHAM, a commercial artist, of San Francisco, won the \$150 prize awarded for the best Admission Day festival poster, donated by the Native Sons of the Golden West.

John Finlat, an old newspaper man of the West, died in Alameda, Cal., on June 24. He represented the Associated Press for years, and also served on the staff of the Evening Post.

H. S. Weaver, at one time with the H. S. Crocker Company and the Stanley-Taylor Company, of San Francisco, is reported as prospering in Milwaukee, where he still follows his first love.

H. B. Selby, a member of the firm of the Union Printing & Binding Company, of Bellingham, Wash., met with an accident on June 20, whereby he lost one of his forefingers to the first joint.

THE official publication of the Chi Omega Sorority is to be printed in California, instead of Washington, as a result of the election to the editorship of Mrs. Mary Wright Bain, of Berkeley, Cal.

Miss AMY Sibyl Baker has sold the Oakdale (Cal.) Graphic to H. C. White and H. E. Cowie. Mr. White was a realty dealer of Porterville, Cal., and Mr. Cowie was foreman of the Daily Recorder.

The East was called upon to furnish the city of Oakland, Cal., with steel-engraved bonds. An issue of \$1,760,000 was authorized, but no printing establishment in the West can do that class of work.

BLAKE, MOFFITT & Towne, leading paper dealers of San Francisco, hadecided to build a five-story structure on a lot owned by the University California, on First street, near the firm's ante-fire location.

THE Union Pacific Railroad issued a handsome folder in connection with Portland (Ore.) rose festival, of June 6 to 11. Not only was the caral well described, but the illustrations were printed in colors.

ROBERT FRENCH, late of San Francisco, has bought the interest of L. G. McDowell in the *Plaindealer*, of Alturas, Modoc County, Cal. William Thompson, who established the paper sixteen years ago, retains his interest.

MAX RICHTER, a University of California graduate, has completed a book dealing with the plants and trees favored by bees in the pursuit of honey, which book is to be issued as a bulletin by the Federal Department of

LAWRENCE F. DALEY, a newspaper man well known in the Southwest and in Massachusetts, died in Los Angeles, Cal., on July 2. He was only ill one week from heart disease, and had resided in southern California four years. The deceased was twenty-seven years of age.

San Francisco Typographical Union has set aside \$600 to enable delegates and visitors to the International Typographical Union, Minneapolis convention to gain a conception of Western hospitality, preparatory to the desire of the Pacific coast metropolis to have the next year's convention.

The University of California has issued a second volume in connection with the earthquake of 1906. It is called the "Report of the California Earthquake Commission," contains a theoretical discussion of the phenomena, and was compiled by a number of specialists under the direction of Prof. A. C. Lawson.

JAMES H. MacLafferty, manager of the Pacific Coast Paper Company, is a poet whose fame is spreading beyond the confines of California. Paul Elder & Co., the publishers, of San Francisco, have issued two booklets of Mr. MacLafferty's verse. One is called "Light Through the Valley" and the other "My Soul's Cathedrals."

the other "My Soul's Cathedrals."

A LARGE multi-process press for printing roll tickets has been installed by Hancock Brothers, of San Francisco. This press is the first of its kind to invade the Western slope, in fact, it is the only one west of Chicago. Work going elsewhere will be kept on the Pacific coast, if the progressive firm of Hancock Brothers has its way.

The Redwood City ((Cal.) Women's Club issued a twenty-four-page Fourth-of-July edition of the Democrat. J. V. Swift turned over his newspaper establishment to the ladies. The result was a decided success, and a financial gain for the club. Mrs. F. H. Thorpe was editor-in-chief, and Mrs. C. E. Cumberson, managing editor.

The Pacific Coast Advertising Convention, from June 29 to 25 lacked.

THE Pacific Coast Advertising Convention, from June 22 to 25, lacked nothing to make it a success. One of the largest auditoriums in San Francisco was crowded nightly. The daily papers had booths to exhibit their wares, and, as might be expected, they boomed the convention early and late. Visitors had revealed to them the progress in advertising during the last few years. No branch of the art was overlooked. Louis Honig was the

head of the hard-working supervisory committee, and he issued a funny four-page paper, called *The Long Felt Want*. The printers and lithographers were well represented. The Schmidt Lithograph Company had a good exhibit, and the Keystone Type Foundry won a magnificent cup for the convolute printing.

good exhibit, and the keystone Type Foundry won a magnineent cup for its complete printing plant.

Even since the first day of January, the San Francisco Sun has been promised its awaiting constituents, but June expired without the paper's appearance, and while it is believed to be but the matter of a short time until life will be evident, because of the elaborate mechanical preparations, the art of surmising has been abandoned.

SUTHERLAND F. SUTHERLAND'S death in New York, at the age of fiftyseven, removes a pioneer Western journalist. He was city editor of the
San Francisco Chronicle during the early days, then was connected with the
Virginia (Nev.) Chronicle, and later, with William Bunker, converted the
Daily Stock Report into a newspaper known as the Daily Reporter.

THE Colusa (Cal.) Herald now occupies its new building. Proprietor Charles D. McComish is naturally proud, as a result. Half of the lower floor is occupied by a theater, and the other half by the printing facilities. Up-stairs are offices. The Herald is now a six-column quarto, and published twice a week. Additions have been made to the plant, and individual motors attached to the presses.

DEALERS in supplies for the trade were awarded contracts by the State of California during June. Paper will be supplied by Blake, Moffitt & Towne, H. S. Crocker Company and the Zellerbach Paper Company. Bindery supplies will be furnished by the H. S. Crocker Company. The ink contracts were awarded to the E. J. Shattuck Company and George D. Graham. All these firms have headquarters in San Francisco.

THE Hicks-Judd Company, of San Francisco, gave a house-warming on Saturday, June 25. President N. A. Judd and Secretary J. W. Husing had the new down-town plant in "apple-pie" order, and greeted friends and well-wishers as they inspected a printing establishment replete with all that makes it one of the finest in the land. Twenty-five thousand square feet are used. The bindery occupies one floor, and the printing department the other floor. er floor

THE Joseph M. Anderson Company, of Sacramento, Cal., has filed articles of incorporation. As in the past, under the name of Joseph M. Anderson, a general printing and publishing business will be operated. Besides Mr. Anderson, the directors are: Tom Frankland, Joseph S. Williams, Charles Anderson and J. J. O'Brien. The company is capitalized at \$25,000. Mr. Anderson is interested in a copper mine in Shasta County, Cal., and recently visited that section of the State.

Cal., and recently visited that section of the State.

On June 9 the members of the California Press Association met in San Francisco, en route for Lake Tahoe, in the Sierra Nevada Mountains. The editors, with their wives and daughters, journeyed up the Sacramento river by daylight, and the residents of the capital city entertained them most hospitably. Arriving at their destination, a paper was issued for several days, called the Tahoe Searchight. M. A. Green, of the Redwood City Democrat, was editor, and H. M. Hastings, of the Oakland Times, publisher. Friend W. Richardson, who for eight years has been president of the California Press Association, was rellected to the position by acclamation. Among the other officers chosen were: R. C. Harbison, of the San Bernardino Sun, vice-president, and Duncan McPherson, of the Santa Cruz Sentinel, treasurer. The members returned on June 16. The American Type Founders Company was thanked for cigars furnished the men and candy for the women. The Zellerbach Paper Company also generously contributed cigars.

#### THE MAKING OF POSTAL DEFICITS.

The closing of Congress brought an increase in the deficit of the Postoffice Department. Four of the largest mail-trucks were kept busy all day hauling tons of franked mail from the capitol to the city postoffice.

All day an extra force of clerks was on the jump sending out Congressional Records, horse and cattle books, maps and other literature to constituents of senators and representatives. But, thanks to the moral wave that has swept the country, no typewriters or other heavy freight were franked out this session.

But the mass of official literature never mounted so high. Extra wagons have been hauling this stuff since the first of the year - tons of it. It is estimated by one of the receiving clerks that were the shipments from January to to-day loaded into one train it would take five engines to haul it.

Every senator and representative with a fight on his hands is working the franking privilege overtime. Twothirds of the members of Congress have written personal letters to every voter in their districts. One-third have done this no less than three times in the last three months.

Each senator and representative is given from one to four redwood shipping boxes each year, and these are used in shipping out stationery for the campaign. It has been charged that in the past wearing-apparel and other personal effects have gone into these boxes .- New York World.

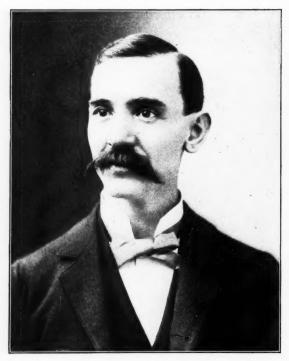
THERE is always room for the man who can be relied on to deliver the goods when he said he would .- Warren.



C. G. Harris.

In the death of Charles Grant Harris, vice-president of the Harris Automatic Press Company, and inventor of the machines which bear his name, which occurred at his home in Niles, Ohio, Friday afternoon, June 24, the printing and lithographing fraternities have lost a man who has done probably as much for the pressrooms as any one who ever lived.

Mr. Harris was born in Covington, Kentucky, February 5, 1862. He was the youngest son of James and Han-



CHARLES GRANT HARRIS.

nah Carpenter Harris. The Harris family, while living in Covington, were neighbors of the father of the late General Ulysses S. Grant, and Mr. Harris was named for the renowned Civil War general. When Charles was four years old, the Harris family moved to Niles, Ohio, where Mr. Harris lived until his death. As a boy, he learned the jeweler's trade and became a practical watchmaker. Later on, he became engaged in business with his father, who was one of the prominent rolling-mill men of eastern Ohio. It was while working in the rolling-mill, and while passing a small country printing-plant twice daily on his way to and from work, that Mr. Harris conceived the idea of a printing-press which would print faster than the machine he had often seen in the print-shop. In order to perfect

his ideas, Mr. Harris at this time gave up his work at the rolling-mill and reëngaged with his brother, Mr. A. F. Harris, in the jewelry business at Niles. In a rear room, partitioned off from this jewelry store, three power tools were installed, Mr. Harris' active brain was set to work, and in a comparatively short time the first Harris press was an accomplished fact.

From this small beginning, the business was soon moved to a building which was at one time the residence of the McKinley family and the birthplace of the late President — William McKinley. Here the first few Harris presses were built. Under the watchful eye of the inventor, the business grew, until a small factory — the nucleus of the present large works — was built. Mr. Harris was untiring in his work, and from time to time a new machine was brought out. Undoubtedly, his greatest work was the invention and perfection of the Harris offset lithograph press, which one prominent lithographer described as the first improvement in the method of producing lithography that had been given to the lithographic trade in thirty years.

From a manufacturing viewpoint, Mr. Harris' mind has been the guiding factor from the very beginning of the company which bears his name. It was always his object to build a press, not on the theory of numbers at the sacrifice of quality, but, on the other hand, to build each machine just as well as the most modern machinery and expert mechanics would permit. The result has been a wonderfully fast automatic job-printing and lithographing press, built to stand the strain of speed, and at the same time produce the desired quality of printing.

During all of Mr. Harris' active years of work, he never could be prevailed upon to take a vacation. He crowded a century of work and worry into a short life of but forty-eight years.

Upon Mr. A. F. Harris, the brother, who has been associated with him in all of his undertakings, will devolve the necessity of carrying forward the inventor's ideas.

#### RELATIVE VALUES.

Iron ore as it comes out of the earth is worth about \$1 per ton. Melted into pig iron it will bring about \$10. Put through the rolling-mill it becomes steel, and is worth \$100. Manufactured into pens of standard make it is worth \$5,000. It is just a ton of ore any way you use it, but the work done upon it determines its value, and determines it justly.

So it is with the human animal. The crude, untrained laborer who depends upon his physical strength to wield a pick and shovel, is worth \$1.50 a day. Give him manual training, and he can operate a machine, erect buildings, and enter a hundred other vocations that make his product worth \$4 a day. Develop his initiative, ability, train his mind so that he can create things, strengthen his backbone so that he may direct the labor of others and carry the work to a successful completion, and he is worth most any price that he may place upon his services.

It takes skill and careful handling to bring iron ore up to the standard of steel, but it takes skill and careful handling, plus brains, to turn hundred-dollar steel into tenthousand-dollar needles; hence it is brains that makes the difference in costs and values. Every human animal has a certain amount of brains, and learned physicians tell us that quantity does not count. Post-mortem examinations have shown that the brains of some of the world's great men were under normal weight. It is quality, not quantity, that commands the price.— The Caxton.

Written for THE INLAND PRINTER.

#### LETTERPRESS CUT-OUTS.

BY J. A. RICHARDS.



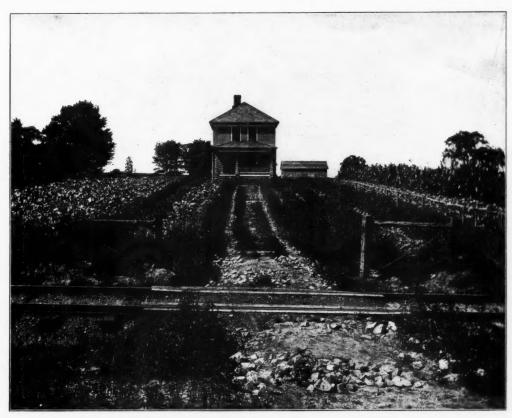
AVE you noticed the ever-increasing amount of display advertising, made up in the "cut-out" work, that is meeting your eye on every hand, all of it produced by the lithographic process, and by the few large houses who are equipped to turn out such work? The firms that are doing this class of work are running to their full

capacity — kept busy by the big advertisers who know good advertising when they see it, and who need only have a good thing suggested to them to buy it.

as the Chicago Columbian Exposition, the Committee on Publicity chose the process colorwork in preference to lithographs, in the great advertising campaign. And with the great advancement since that time it has well maintained the standard.

But, in the ordinary printing-office, where a process job is not common, and one and two color plates are the general run of the illustrations, the advantage of the cut-out to give these simple plates an added attractiveness of fully one hundred per cent is so easily to be seen, that you have but to take up your knife and cut out almost any job that you may have in hand and the effect will be shown.

And, again, it is not necessary that you have a plate job in order to make the cut-out practicable, because it is in the very line of making up something that will give to an



A PRINTER'S HOME. Residence of R. B. Thompson, journeyman printer, Salem, Ohio.

If you have noticed this new field of work and have had any thoughts about it, they have no doubt been thoughts of admiration and envy of the coin that the producers were pulling down for it, without any idea that some of this same good coin lies entirely within your own easy reach, and that, too, without scarcely any extra expenditure to equip your office for it.

The mere fact that the cut-out work you have seen has all been the production of the lithographic process has kept you from becoming alive to the field, and thereby lost you many precious dollars and, perhaps, some good customers, who have had their heads turned by the attractive suggestions of your big brother competitor, who is awake.

But, since the advent of color-process work, has lithography anything over letterpress work? Even as far back

ordinary, commonplace job that touch of character that makes it appreciated by the customer, and returns that customer to you at the next earliest need of a job, that the cut-out shows its strength. And, in order to convince you of the truth of these statements, I will endeavor to give a few examples of how I have made the cut-out make my printing business grow, and practically eliminated any competition in my home city, to say nothing of my out-oftown business, which is three-fourths of the total.

As I am writing this article for the perusal of the ordinary run of printer (like myself), I will confine the first example to a most simple job, and not elaborate the larger possibilities; this I will do in future articles. And, in order to make it easily understood, I will give it the form of a dialogue:

Customer — Good morning. I would like to get your prices on one thousand tickets for an entertainment that is to be given at the opera-house.

Printer — What kind of a ticket would you like, something to put out among the folks that are giving the show, to sell?

C.—Yes, something not too expensive, as we do not care to waste any of this charity money on fancy tickets. (One of these fellows, you know, that is looking for something for nothing.)

P .- What is the entertainment to be?

C.—The name of the play is "Ye Village School of Long Ago."

P. (getting his head to work) — So you don't want anything fancy? Why, I was just thinking that a nice ticket in the shape of a little red schoolhouse might be so attractive and characteristic of the play that it would sell twice as quick, and twice as many, don't you think?

C.—Well, now, I had not thought of that; I have given this play all over the United States and have never had any one suggest that kind of a ticket before, but I believe you are right, and that it will make, not only the buyers buy, but also make the sellers more enthusiastic, especially the children. Can you make me a ticket like you mention?

VILLAGE SKEWL
OF LONG AGO
Presbyterian Ch. Wilson, Pa., October 1st

YE PARTICIPANTS

Local Talent
Admission
35c & 25c

FOR CHARITY'S SAKE

P.— Certainly. It will cost you a little more than the ordinary kind, but will make up in selling power twice over.

C.—All right, you make me up a thousand; and when can I get them?

Now, the first point to notice is, that this customer came in to get your price on a paltry little thousand tickets. But when you handed him out an idea that was new to him, and in itself very simple, this man, who no doubt had given this play all over the United States, and got prices on every thousand lot of tickets he used, forgot his routine and went away enthusiastic, leaving you the job at your own price.

The second point is, that before this entertainment came off, this same customer buys one hundred window-cards of this same red schoolhouse design enlarged, and turns you the big advertising program, for which you pull down \$25. A total of \$33 worth of work that your competitor never had a chance at. And all because you were awake to the unlimited ideas that can be applied to almost anything that you can conceive of in the cut-out printing, and handed out this little bait in the shape of the red schoolhouse ticket.

The third point is the most important of all, and please let this one soak in: Two years later you are still making red schoolhouses for this same customer, who is still "giving this play all over the United States." You send them

to him by express, filling in the dates on the stock lots you make up from time to time. Good cash business, paid in advance.

Now, brother printer, what think you of the foregoing illustration of the merits of the cut-out as a business-builder? Doesn't it sound very practical and simple, and it is an actual relation of fact, and the dollars are still rolling in. And most simple of all is the making of the red schoolhouses with the common steel cutting-rule that you buy from any of the supply houses. This job required no platemaking of any kind, just the simple shape of the schoolhouse in profile, with the old chimney on top.

It may not be a schoolhouse that your next customer will want, but if you will simply get your gray matter to work when the customer comes in you will be able to send him away an easy convert to the advantage of the cut-out, as there is nothing that can not be made doubly attractive than the ordinary way, at much better prices, because you have given them something that they are not able to tell (from long experience at buying) what it is worth to produce, and, therefore, you can figure a decent margin of profit, and let one of the chief items be the "brain fag" used.

In my next articles I will take a few more complicated examples and tell some of the details of the work. If any one wishes to write me for samples or ask any specific questions, I will be pleased to answer them as far as I can do so.

#### EDITOR RAPS GOVERNMENT.

J. M. Axtell, of Sparta, Wisconsin, speaking before the Wisconsin Press Association, in annual convention at Milwaukee last month, declared that Uncle Sam's "benevolence as a printer" was working a grave injustice to the Government's most loyal and useful citizens, and could not be continued unless applied to all other branches of industry. Among other things, Mr. Axtell said:

"There is not another line of business in the country that contributes so much to the maintenance of the Postal Department of this Government as does the printing industry, and yet we are singled out as the only line in which the Government engages in business in competition to private enterprise. Nearly all other lines are protected against unfair competition by the tariff, but the Government furnishes us with the most unfair competition of all by doing the work for nothing, as it advertises. It uses the mails to distribute its advertising matter to every locality to take from us our business and then, when, by the use of the mails in that way, a deficit is created we are asked to make up that deficit by paying more postage. There, ladies and gentlemen, is the argument against this business in comparison with which all other arguments sink into oblivion; it is unjust and it is not right. The department of the Government responsible for this argues that it should continue this practice, because it can furnish these envelopes cheaper than they can be furnished by the local printers, and we concede that that is so; but if that is to be the rule in the printing line, why should it not govern in other lines as well? The Government of the United States is one of the largest if not the largest user of paper in the world, and why does not the Government go into the manufacture of paper for its own use and then sell to the printers of the country the paper they need at cost, and we could then derive some of the benefits of this system, and it would protect us from the unjust charges of the paper trust, which has been built up under the protection of the Government."



Brief mention of men and events associated with the printing and allied industries will be published under this heading. Items for this department should be sent before the tenth day of the month.

#### Father of Chapel Twenty-eight Years.

Owen Foulkers recently retired from the "fathership" of Messrs. J. Roberts & Sons' Chapel, Salford, England, after a continuous service of twenty-eight years. He was presented, on the occasion, with framed enlarged photographs of himself and wife.

#### Employee Gets Big Damages.

Charles McMichael obtained \$30,000 damages from the Federal Printing Company, New York city, some time ago, for the loss of his right hand and four fingers of his left hand while at work. He claimed that the machine he operated was defective, and, therefore, dangerous. Recently, the Appellate Division of the Supreme Court of Brooklyn affirmed the judgment.

#### Must Be Practical Printer.

The Oklahoma Legislature has passed a bill making the State Printer's office an elective one and providing that each candidate shall have at least eight years' experience as a journeyman printer. The term "journeyman printer" is defined in the new law as a printer who has served an apprenticeship of four years. The craft's members in Oklahoma are jubilant over the passage of the bill.

### Public Printer Lectures on Panama.

Living conditions of American workmen in the canal zone are as good as the best in this country, is the opinion of Samuel B. Donnelly, public printer, who delivered a lecture recently, on the subject of the construction of the Panama Canal, in the Typographical Temple, Washington, D. C. Photographic views of different phases of the work on the canal were thrown upon a screen, the pictures having been taken by Mr. Donnelly during his visit to the canal zone some time ago.

#### World's Paper Center.

When the machinery purchased by the Bryant Paper Company is installed next fall and placed in operation, says a dispatch from that city, Kalamazoo will become the largest paper-producing center in the world. The claim is made that the new addition to the paper industry there by the Bryant Company will send Holyoke, Massachusetts, to second place, after having held first honors for many years. The new machinery for the Bryant plant will cost over a quarter of a million dollars.

#### Mayor Gaynor Appoints New Supervisor.

David Ferguson, who has been on the New York World staff for many years, was appointed supervisor of the city record of New York city by Mayor Gaynor last month. Patrick J. Tracy, the former supervisor, resigned shortly after the grilling report of the committee which investigated the city's printing contracts. Mr. Ferguson was war correspondent for the World during the Spanish-American

War, and secured from Admiral Schley the famous interview in which the Admiral sounded the slogan, "Remember the Maine." Mayor Gaynor, in announcing the appointment, said that the selection was made because he believed Mr. Ferguson was eminently fitted to perform the work of the supervisor. The salary is \$5,000.

#### New Lithograph Company Located at Omaha.

Omaha, Nebraska, is the home of a new art lithographing company, with a capital of \$100,000. Machinery costing \$25,000 is being installed, and first-class workmen from the East have been secured as stone artists, engravers and pressmen. The new concern is called the Hancock-Epstein Company, and is headed by B. L. Hancock, for many years with a leading Milwaukee house, and Edward C. Epstein, an Easterner, who will be the designer and superintendent. Twelve thousand feet of floor-space has been secured in the Burkley building, at Twelfth and Howard streets.

#### Failure to File Bond Loses Big Job.

Recently bids were asked by the State Printing Commission at Columbus, Ohio, for the printing of ten thousand sets of the new general code for the State. The Methodist Book Concern, of Cincinnati, submitted the lowest bid, which was \$3.50 a set. Hugh Jones, representing the W. H. Anderson Company, of Cincinnati, protested against the commission making the award to the Book Concern, on the ground that it had not filed a \$20,000 bond for the faithful performance of the work, as required by law. The attorney-general rendered a decision in favor of the protesting company. The Anderson concern being the next lowest bidder, at \$3.85 a set, secured the contract.

#### Printer Physicians.

The constant tendency of compositors to gravitate into the professions has been the cause of much comment. The Typographical Union at Washington gives a striking illustration of this, having on its rolls many professional men. Its committee on the prevention of tuberculosis is composed exclusively of medicos, and the list of practicing physicians eligible to hold office was not exhausted. These printer physicians constitute the committee: Doctors James R. Armstrong (chairman), Samuel L. Battles, Lyman K. Clements, Benjamin H. Swain and Eugene T. Stephenson.

#### A Handsome Anniversary Number.

Our esteemed contemporary, the American Printer, celebrated its twenty-fifth anniversary by issuing a 192-page number, in addition to numerous pages of advertising inserts. The reading-matter is very largely devoted to comparing conditions of to-day with those of a quarter of a century ago, and the typographical arrangement and colorschemes are by Will Bradley, who, it is needless to say, leaves his impress on the work. The copy before us shows those imperfections in presswork which seem to be inseparable from haste, and not the least of the features of this big publication is the fact that it was gotten out on remarkably short notice.

#### Texas Printers to Meet.

The fifth annual convention of the Employing Commercial Printers of Texas will be held at Galveston, on August 5 and 6. As this organization has made rapid strides since its birth, a splendid meeting is anticipated, over two hundred members being expected to attend the convention. The Galveston Ben Franklin Club will be the host, and among other features of entertainment provided will be a surf party, a fish dinner, a Dutch lunch, and an automobile trip for the ladies, George M. Courts and Oscar

Knapp are on the Entertainment Committee. The business sessions will be held in the Orpheum Theater. The motto adopted by the Texas organization is: "Don't throw rocks at the other fellow's hook."

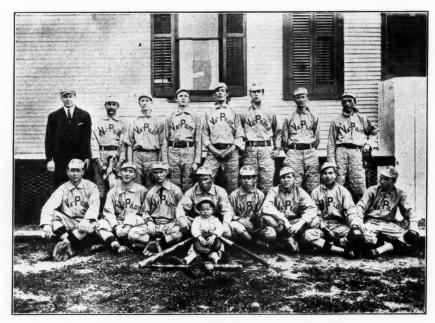
#### The Baseball Tournament.

Preparations are being made by printers' athletic associations for the baseball tournament to be held at Washington, D. C., September 12 to 17. The Printers' National Baseball League is composed of clubs from Boston, New York, Philadelphia, Cincinnati, Chicago, Pittsburg, St. Louis, Denver, Indianapolis and Washington, and these clubs will compete for the Herrmann trophy, which last year was won at Chicago by the New Yorkers.

The Athletic Association of Columbia Typographical Union, No. 101, of Washington, is making extensive plans for the entertainment of the visiting printers, and the following Committee of Arrangements for the festivities is sion. Upon arrival at the shore an elaborate dinner was served, after which many surprises were encountered in the way of entertainment. W. H. Way, who inaugurated the annual outing, greeted the party at his cottage at Bradley Point, where athletic sports were held. At nine o'clock in the evening the homeward journey was begun, and the "big family" arrived at Meriden at 11:30, highly enthusiastic over the day's enjoyment. The Curtiss-Way Fife and Drum Corps furnished music during the trip.

#### Agreement Reached at Edinburgh.

The threatened strike at Edinburgh, Scotland, by members of the Scottish Typographical Association over the matter of female typesetters and operators in book-offices has been averted by a compromise agreement. The men asked that the employers discontinue the employment of women as compositors and operators. The agreement finally made provides that no new female learners shall be



AN ALL-PRINTER BASEBALL TEAM.

The Norfolk Virginian-Pilot Baseball Team, which has played good ball this season, winning every game played.

hard at work in an effort to outdo all previous baseball tournaments: Bert V. Wolfe, chairman; G. G. Seibold, C. C. Thompson, David McCarty and E. T. Brown. The contests for the championship will be played at the park of the local club of the American League.

#### Curtiss-Way Company in Big Outing.

The big printing concern at Meriden, Connecticut, the Curtiss-Way Company, is said to be the only firm in the State that foots all the bills for a trip of its employees each year to the seashore. In addition to the almost two hundred employees who are invited to enjoy the hospitality of the company, every married man is requested to bring his wife also.

This year, as usual, Savin Rock was the point of invasion, and on July 16, the big party, engineered by George F. Rogers — who was instructed by General Manager Ardic to make the outing the best ever held — made the trip amidst a round of merrymaking in two large chartered cars, which were handsomely decorated for the occa-

engaged for a period of seven years, but that all women now employed in the composing-rooms of Edinburgh printers are to remain undisturbed. The settlement was arrived at only after many conferences, which were necessary on account of the strong efforts of both sides to gain two particular points, honors being even at the conclusion. The employers made a strong effort to have the representatives of the typographical association agree to the continuance of female employment at a certain ratio to the number of men employed, but the association's representatives were obdurate. On the other hand, just as strong efforts were made by the men to have the employers agree to allow only males to operate new keyboards introduced, but they were unsuccessful.

#### Big Plant for Scranton.

Twenty-two building lots have been purchased by the Premier Subscription Company, at Scranton, Pennsylvania, upon which it will erect one of the largest printing-plants in the city. The plant will comprise four buildings and

about two hundred craftsmen will be given employment. The Premier concern was organized by J. Barsodi. It controls five magazines which are now published in New York, and is said to be negotiating for other publications. The company will also be a distributing agency for all other magazines printed. Work will begin on the buildings in a few weeks.

#### \$240 in Prizes to Printers.

As a contribution to the growing movement for the better technical education of the printer, the American Type Founders Company offers a series of cash awards in a prize letter-head competition, open to all, except employees of the company. The prizes are one each of \$50, \$40, \$30, \$25, \$20, \$15, \$10 and ten of \$5. The competition closes September 1, 1910. The prize-winners will be announced in the October issue of the American Bulletin. Full particulars may be had by addressing Competition Department, American Type Founders Company, 300 Communipaw avenue, Jersey City, New Jersey.

#### International Typographical Union to Be Invited to Norfolk.

THE International Typographical Union is to be invited to hold its 1912 convention in Norfolk, Virginia. The question came up at the last meeting of Norfolk Union, which determined by a decisive vote to instruct delegate S. R. Brister, Jr., to invite the International Union, at its Minneapolis convention this year, to go to Norfolk two years hence. The officers of the International Typographical Union were in Norfolk a short time ago and were so favorably impressed with the city by the sea that they expressed a desire that the convention be brought to Norfolk at an early date, if possible.

### Brotherhood of Bookbinders Flourishing.

At the recent convention of this organization, Robert Glockling, of Toronto, and James W. Dougherty, of New York, were reëlected president and secretary, respectively. The others elected were: First vice-president, John Brosman, of New York; second vice-president, Miss Nellie A. Quick; third vice-president, Lewis Stark; statistician, Harry G. Kalb. Members of the executive council: Messrs. Booth Striele, Wasen, Fogarty (printed-book binders); McManus, Mullen, Sovey, Metzger (blank-book binders); Misses Mamie Murphy and Anna Neary. Subject to approval by the referendum, the convention voted to remove the headquarters from New York to Indianapolis.

The next convention will be held in Detroit, two years hence. The officers did not report a significant increase of membership, but there is \$33,000 in the strong-box. This is unusual for the bookbinders, who, a few years ago, were deeply in debt, it being said the International Typographical Union had loaned them \$10,000. During the convention it was stated that the eight-hour struggle had been a ninety per cent victory.

### Brown Company Makes Defense.

The recent report made by the commission appointed by Mayor Gaynor, of New York city, to investigate the City Record and the general subject of public printing, has brought from the Martin B. Brown Company, which concern for years has done the bulk of the city printing, a voluminous answer to the charges made by the commission. The following contentions are made by the Brown Company:

We assert and stand ready to prove, despite any charges made by the commission, that the prices for services which have been rendered by the contractor for the City Record, to the city, have been reasonable and just,

considering all the elements which ought fairly to be taken into account, and that every item of work done, either under contract or open orders, was authorized by those empowered to authorize the same.

The alleged "leading" of matter, which now is daintily characterized as larceny by the commission, is the exact form in which all but one of the reports and minutes were set by the Mail and Express, which had the contract for the publication of the City Record for two years, and has been followed for eight years by other contractors.

We declare with the utmost emphasis that every dollar of work performed on open orders for the city was duly authorized by concurrent action of the three members of the Board of City Record.

It will be interesting to learn of the "elements which ought fairly to be taken into account."

#### Appreciation of Lawson's Birthday Plan.

The chapel of the *Daily News* composing-room expressed its appreciation of Victor Lawson's \$100 industrial birthday gift in these preambles and resolutions:

"WHEREAS, Mr. Victor F. Lawson, publisher of the Chicago Daily News, has put into operation a plan to recognize,



S. R. BRISTER, JR.,

Delegate from Norfolk, Virginia, to the International Typographical Union convention at Minneapolis, who will put up a hard fight to secure the 1912 meeting for Norfolk.

by annual gifts of money, length and faithfulness of service on the part of employees of said newspaper, and

"WHEREAS, Many of the members of the Daily News Chapel of the Typographical Union are enjoying or will enjoy the benefits of this plan, be it

Resolved, That we, the members of said chapel, in special meeting assembled, do place on record our appreciation of Mr. Lawson's generosity in the conception and execution of this plan. We value his good will toward us no less than the gifts in which it is expressed. We see in the fact that so many members of our union are eligible by length of service to the benefits of the plan a convincing proof of the satisfactory working conditions which have always obtained in the Chicago Daily News composing-room, and an indication of the fair and consistent attitude of Mr. Lawson toward our organization.

"Resolved, That the foregoing be spread upon our records and that a copy of same be presented to Mr. Lawson."

## Rewards Competency and Loyalty.

"We like our employees; they like us. When there is rush work, they are there. They take an interest in their work and there is a spirit of loyalty that manifests itself in a dozen ways."

Thomas J. Hughes, superintendent of the Nevins-Church Press, a publishing concern at Glen Ridge, New

Jersey, made the above statement in connection with an explanation of a new profit-sharing plan inaugurated by the company, which has one hundred and fifty men and women employed in the plant. Each one of the employees has been insured by the company, and the size of the policy is dependent upon the esteem in which the employee is held, being a kind of merit system. In each case the employee selects the person who is to be the beneficiary and the company pays the premium so long as the employee remains in its employ. Accident insurance is not provided for, so that the company can not benefit in any way, although the cost of the policies amounts to thousands of dollars every year. There is nothing about the policy that binds a man to the Nevins-Church concern. If he has a chance to better himself, he will lose nothing by leaving.

This New Jersey printing-house is union throughout and pays the highest wages, and it is said many of the

tribute. The roll of honor should be a long one. Every printer will honor himself by appearing on that roll. A circular about to be issued by the committee ends thus: "It is hoped to make this occasion representative of the respect and esteem which is felt toward the foremost printer of this country, and to that end you are invited to become a subscriber. Will you kindly sign the enclosed blank, and forward it with check to the order of J. W. Bothwell, 395 Lafayette street, New York city."

#### Enters Field as Tabular Printers.

The Chicago Lino-Tabler Company has decided to enter the Chicago field as an active factor in handling composition for the trade, but will confine its operations exclusively to tabular matter, and, for the present, to large contracts.

At the annual meeting of the stockholders of the company the directors were authorized to increase the capital



D E DEED



D. T. CAMPBELL.



M. W. CALLAN.

Committee appointed by Norfolk Typographical Union to secure International Typographical Union convention for 1912, if possible.

printers make as high as \$50 a week, counting overtime. The innovation, which is looked upon as a profit-sharing plan, is being watched with considerable interest by many other concerns.

## Bust of Theodore Low De Vinne.

The United Typothetæ of America, at its recent annual convention in Washington, D. C., in May, unanimously decided to have a bronze portrait bust made of Dr. Theodore Low De Vinne, to be placed in an appropriate institution of art and learning, in recognition of his services to the art and craft and as a permanent memorial of those distinguished services.

A committee consisting of John Clyde Oswald, of New York city; George H. Ellis, of Boston; Cornelius Moorehouse, of New Haven; Edward Stern, of Philadelphia, and J. W. Bothwell, of New York city, was appointed to carry out this decision of the United Typothetæ. This committee has awarded the commission to Chester Beach, of New York city, and has decided to place the bust, when completed, in the library of Columbia University. Mr. Beach is a pupil of Verlet and Roland, of Paris, and a member of the National Academy, and his reputation and achievements give the committee every reason to expect a notable work of art. The value of this testimonial to America's most distinguished printer as a recognition of his services will be in proportion to the number of the contributions rather than the amount of each. All printers are invited to con-

stock to \$1,000,000. The new issue will be apportioned among a few large printing-house owners, and none will be offered for sale to the general public. Messrs. Stevenson and Hollister, and the latter's sons, will retain a majority of the stock.

Installations of the Lino-Tabler system have been made in a number of leading houses in various parts of the country, tariff houses finding the system especially helpful during the recent unprecedented activity in that line. For reasons not made public, the company will make no installations in Great Britain or Europe until a date to be announced about October 1.

From a large number of commendatory letters which the company has received, a few have been selected for publication, and appear elsewhere in this issue of THE INLAND PRINTER.

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## General Notes.

- A BEN FRANKLIN CLUB has been organized at Topeka, Kan.
- THE Byrd Printing Company, Atlanta, Ga., is erecting a \$40,000 building.
- THE plant of the State Printing Company, at Houston, Tex., has been sold to John H. Kirby for \$10,000.
- THE Atlanta (Ga.) Typographical Union has subscribed \$1,000 toward the proposed labor temple for that city.
- HOUSTON (Tex.) Typographical Union is making a fight for the 1912 convention of the International Typographical Union.
  CLAUDE O. FUNK, the well-known Wichita (Kan.) printer, has sold his
- CLAUDE O. FUNK, the well-known Wichita (Kan.) printer, has sold his plant to R. H. Johnston and C. D. Taylor, two practical printers.

  PRINTERS of Cincinnati have organized a bowling club, with an initial membership of one hundred. Two floors have been rented at 126 West Fifth street, where the alleys are being built, and later a library and reading-room

will be added. The title of the new organization, which has been incorporated, is the Printcraft Bowling Club of Cincinnati.

INVESTIGATION is being made by the Socialistic administration at Milwaukee, Wis., into the feasibility of establishing a city printery.

WILLIAM F. BROOKS, practical printer and publisher of Modern Methods, weekly paper at Nashville, is a candidate for governor of Tennessee.

THE Inland Paper Company, with offices in the First National Bank Building, Chicago, have purchased the writing business of the Cady Paper

Dallas (Tex.) printers and publishers have enlisted in a fight against increased insurance rates on buildings occupied by printing offices and publishers.

"SWEET ADELINE" was sung for printers by Mayor Fitzpatrick, of Boston, on the occasion of the convention of the New England Typographical Union, held in that city recently.

GEORGE KIMMORLE has been given a \$15,000 verdict by a Brooklyn jury, the loss of an arm while working in the pressroom of the Carey Print-Company, of Manhattan, New York.

THE Old Vroorman House, at Schenectady, N. Y., the second oldest west of the Hudson river, will shortly be demolished, to make room for a \$50,000 addition to the Maqua Printing Company's plant.

THE Scoville Paper Company, Ogden, Utah, a new organization with a capital stock of \$100,000, has absorbed the Scoville Printing Company and will do a general printing and paper business.

THE Missouri state printing contract for the next six years has been secured by the Hugh Stephens Printing Company, of Jefferson, the present contractor. The binding also goes to this concern.

administration of the city printing-plant, and declares that it "has been clean, businesslike and of a character that places the department on a plane with the best privately owned printing-offices in this country."

with the best privately owned printing-offices in this country."

A FULL-PAGE article on the Union Printers' Home appeared in a recent Sunday edition of the New York Call. It was written by Alfred Cotton, who summed up the beneficences of the institution as follows: "There have been monuments to soldiers and to statesmen, to kings and to presidents, but the noblest monument ever raised is that one to friendship and brotherhood, to humanity and beneficence, erected by workmen, maintained by them for their disabled brothers and known as the Union Printers' Home."

#### Recent Incorporations.

The Catholic Education Press, Clarendon, Va. Capital, \$50,000. T. E. Shields, president.

Terrell-Brayton Company (printing), Lake Charles, La. Capital, \$5,000. P. M. Terrell, president.

Great Western Seed & Produce Company, Salt Lake City, Utah. Capital, \$3,000. P. Frost, president. Chase City Progress Company (publishing), Chase City, Va. Capital, \$10,000. R. P. Beazley, president.

Quinlan Publishing Company, Quinlan, Okla. Incorporators: S. P. Chambers, H. P. Spencer, W. A. Pyne.

Jenckes Publishing Company, New York city. Capital, \$150,000. Incorporators: R. S. Harvey, H. C. Beach, J. J. Cushing.

The Jordan Publishing Company, New York city. Capital, \$5,000. Incorporators: T. J. Carey, A. A. Mitchell, F. W. Moore.



A PRINTER'S HOME.

Residence of Harry L. Fentress, foreman, Virginian-Pilot, Norfolk, Virginia.

STATE PRINTING CLERK EARL HODGES, of Little Rock, Ark., lost a dog recently, for which he had paid \$250. This uncovered luxury in the printing department of the State may lead to an investigation.

PETER G. THOMPSON, the wealthy paper manufacturer, of Hamilton, Ohio, has been indicted on the charge of attempting to bribe a Government post-card inspector to pass paper not conforming to specifications.

THE employing printers of Kalamazoo, Mich., have organized. The new organization will bend its efforts toward placing the local trade on a higher business plane. Charles Barnes and Joseph Adams are heading the move

THE printing trades craftsmen of Minnesota have formed a state body, h H. W. Goetzinger, St. Paul, as president, and J. A. Barrow, Duluth, retary. Efforts will be made to affiliate North and South Dakota with new organization.

MRS, MARY MCLEAN, who died at Washington, D. C., in the latter part of June, at the age of eighty-four years, was the widow of William R. McLean, who served as president of the International Typographical Union almost half a century ago.

A WRITER on the Washington (D. C.) Herald states that one of the kickers" in the Government Printing-office declares that an error by a \$1,200 man is evidence of gross carelesses or incompetency, but the same thing by a \$3,000 man is purely an accident.

Frank G. Kidd, of the Government Printing-office, and well known among printers throughout the country, was presented with a purse of gold decently, upon retiring from the presidency of Columbia Typographical Union. The incoming president, F. C. Roberts, was given a silver-mounted

THE Board of Real-estate Appraisers of Hamilton, Ohio, recently asked for bids on printing the city's ward appraisements. The highest bid was 1,900 and the lowest \$921. It would be interesting to compare the cost systems of the two concerns. It may, however, be a case of another printersystems of the philanthropist.

AFTER a personal investigation, the Boston Journal has a pologized for a former editorial statement reflecting on Superintendent James H. Smyth's

The Square Deal Company, Wilmington, Del. Capital, \$100,000. Incorporators: E. M. Lester, H. F. Hasson, W. H. Dunbar,
Moses King (printers and publishers), New York. Capital, \$5,000. Incorporators: B. C. King, M. King, Jr., I. M. Foster.
American Common Sense Publishing Company, Louisville, Ky. Incorporators: A. F. Florsheim, E. P. Bernheim, L. B. Rose.

James A. Stiles Publishing Company, Glen Cove, N. Y. Capital, \$10,000. Incorporators: J. A. Stiles, J. M. Stiles, D. J. Wagner. Ind. Capital, \$25,000.

Vigo Novelty Printing Company, Terre Haute, Indeorporators: A. B. Lorton, J. L. Charles, A. S. Kuhl. School Progress Publishing Company, Trenton, N. J. Capital, \$125,000. Incorporators: H. O. Hartzell, F. Dougherty, E. B. Sell.

Hudson Publishing Company, Jersey City, N. J. Capital, \$100,000. Incorporators: D. A. Cashin, H. P. Jones, E. J. Forhan.

G. S. Witham Company, Hudson Falls, N. Y. Capital, \$100,000. Incorporators: G. S. Witham, Jr., G. S. McKearin, J. L. Linehan. Progressive Electrotyping Company, St. Louis, Mo. Ca corporators: W. O. Witter, E. L. Fath, J. J. Van Hotegen Capital, \$13,000.

T. H. Flood & Co. (printing and publishing), Philadelphia, Pa. Capital, \$60,000. Incorporators: L. J. Flood, T. A. Flood, T. J. Fell. Repro-Photo & Publishing Company, New York city. Capital, \$50,000. Incorporators: H. S. Simmons, J. W. Behrman, M. D. Boullion.

Carpenter Printing Telegraph Company, Kansas City, Mo. 000. Incorporators: J. M. Wagner, C. H. Apple, J. L. Apple. Capital,

Robert Teller, Sons & Darner (publishing), New York cit \$160,000. Incorporators: W. R. Teller, C. J. Darner, M. Darne Capital.

Perkins-Tracy Printing Company, St. Paul, Minn. Capital, \$50,000. Incorporators: A. A. Perkins, A. Tracy, M. Perkins, Alpha Tracy.

Mexican Commercial Company (printing and publishing), New York city. Capital, \$500,000. Incorporators: R. Krause, F. B. Roy, M. Held.

Empire Printing Company, Kansas City, Mo. Capital, \$6,000. ators: R. T. Groggin, R. E. Anderson, E. A. Fuller and others.



A PRINTER'S HOME.

Residence of Harry Anderson, journeyman printer, Villa Heights, Norfolk, Virginia.

News Publishing Company, Los Angeles, Cal. Capital, \$10,000. Incorporators: M. Kanno, I. Endo, H. Ickikawa, K. Jidi, W. Y. Masuto.

Mail Order Library Corporation (publishers), New York city. Ci,000. Incorporators: W. L. Berkowitz, R. H. Fenn, M. L. Fenn. Paint and Varnish Record Publishing Company, Chicago. Co,000. Incorporators: F. V. N. Persen, J. M. Head, A. T. Packard. Capital, Capital,

The Union Farmers' Publishing Company, Charlotte, N. C. Capital, \$25,000. Incorporators: J. Z. Green, W. O. Crosby, H. Q. Alexander.

The Christian Herald, Jersey City, N. J. Capital, \$525,000. In rators: O. Koenig, G. H. Sandison, T. Waters, J. Turner, P. H. Noyes

Keystone Alliance Company (printers and publishers), New York city. oital, \$10,000. Incorporators: H. M. Williams, F. J. Walsh, I. F. Runey. Business Index Company (printing and publishing), New York city. Capital, \$5,000. Incorporators: E. J. Forhan, J. J. Harper, G. F. Martin. W. Rokker Company (printing and publishing), Springfield, Ill., \$60,000. Incorporators: J. W. Jefferson, I. I. Jefferson, R. T.

Kissinger-Sullivan Printing Company, Columbus, Ohio. Capital, \$15,500. Incorporators: J. J. and W. Sullivan, F. B. Bassman, H. J. Heilker, W. R. Kissinger.

Oil Man's Publishing Company, St. Albans, W. Va. Capital, \$5,000. Incorporators: H. P. McGinnis, R. C. Roberts, L. W. Blankenship, L. P. McIntyre, G. F. Isner.

The Rochester Pin-Mon Rebate Company (printing and advertising), chester, N. Y. Capital, \$10,000. Incorporators: R. S. Harvey, H. C. Rochester, N. Y. Ca Beach, J. J. Cushing.

Benze Brothers Company (general advertising, printers and stationers), nhattan, N. Y. Capital, \$49,000. Incorporators: G. Benze, F. J. novan, W. F. Benze.

Catholic Publication Society, Little Rock, Ark. Capital, \$10,000. Incorporators: J. B. Morris, J. M. Lucey, T. Lafferty, J. H. Tuohey, E. J. Badennelli, J. M. Gracie, A. Gracie and others.

Yew Publishing Company, Richwood, W. Va. Capital, \$5,000. Incorporators: E. C. Bennett, L. D. McCutcheon, J. K. Ward, C. B. Cox, G. L. Umbarger, W. L. Starbuck, A. L. Craig, J. M. Wolverton.

## PAYS TO OWN YOUR HOME, PRINTER.

The following interesting story of how he became the owner of his home is told by a journeyman printer in the Fort Wayne (Ind.) Journal-Gazette:

I became a home-owner by the old reliable route of working and saving. As a journeyman printer my wages averaged about \$100 a month. A lot was purchased on the instalment plan for \$900. The debt became a stimulus for greater effort, for fewer holidays, and the cutting out of youthful gaieties. In two years \$700 of the debt was paid off.

A new loan for \$1,000 was negotiated at 10 per cent, with which the balance of the old loan was paid, and the remaining \$800 used in building a single-story cottage, 20 by 36 feet, divided into five rooms. The building of this little snuggery was in anticipation of marriage, and when we moved into it on our wedding day a mortgage of \$800 was forgotten in the happiness of beginning married life in our own home.

Our income remained at the same wage figure. Various unforeseen expenses of family life stretched the payment of the mortgage over six years. When that was disposed of we began new plans. Our success in paying off the debt strengthened confidence in our ability to handle larger one. Our little house was regarded as a shelter; now we would build "a real home."

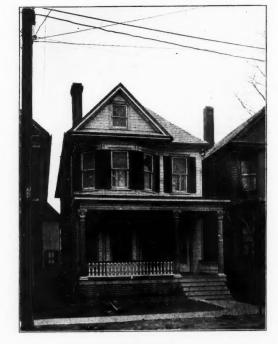
An architect was employed to draw plans for a two-story frame dwelling of eight rooms and bath, full cellar, front and kitchen porches, and furnace heat. It is cruciform in design, 25 feet wide in center, with a depth of 48 feet. The contract price was \$3,200. Furnace, fixtures, sidewalks and other incidentals ran the total up to \$3,500.

Our cash resources were about \$500, hence a \$3,000 loan was necessary. We took a loan from a cooperative savings and loan association, an obligation calling for regular monthly payments of principal and interest. The current interest rate of these associations was 60 cents a month for each \$100 borrowed, or 7.2 per cent a year, payable monthly. Our loan of \$3,000 calls for an interest payment of \$18 a month. In addition we pay \$15 a month on the thirty shares pledged for the loan.

Consider now the hard, practical benefits of home ownership on the terms outlined, with home sentiment out of the reckoning. Our home would rent for \$35 a month. If I were a renter, \$30 a month would be about my limit. Taking that figure as an illustration, shelter hired from a landlord would cost me about \$360 a year. Our obligation to the loan association calls for \$396, or \$36 a year more than the rent would be. By keeping up the monthly payment of \$33, without any increase other than the association dividend of 4 per cent, the loan will be paid off in about eleven years, and the cost of the loan, over what we would pay as rent, would be \$396.

To this should be added the excess cost over the loan, \$500, and the home stands to cost us \$896 over what we would have paid a landlord in eleven years for rent. No account is taken of home expenses - insurance, taxes, repairs, etc., for the reason that the increasing value of the property offsets these items. The little house we have enlarged at an expense of \$500 and rents for \$21 a month. The new home is good for \$35 if we desired to rent it. Both together, considered as an investment, will pay 7 per cent per annum on \$8,000 and leave \$100 a year for taxes, repairs and insurance. Total first cost of enterprise, \$5,700.

Does home-ownership pay? Emphatically, yes - in financial returns, in family comfort, in elbow-room and independence.



A PRINTER'S HOME.

Residence of Herbert Smith, journeyman printer, Park place, Norfolk, Virginia.

# BUSINESS NOTICES

This department is exclusively for paid business announcements of advertisers, and for paid descriptions of articles, machinery and products recently introduced for the use of printers and the printing trades. Responsibility for all statements published hereunder rests with the advertiser solely.

## WILLIAMS-LLOYD MACHINERY COMPANY REMOVES.

The Williams-Lloyd Machinery Company, dealers in photoengravers' machinery and supplies, have removed from 337 Dearborn street, Chicago, to the new building at 124-128 Federal street, where the sales department will have a more convenient location.

#### FOUR-COLOR WORK ON "SUPATONE" PAPER.

The Wanaque River Paper Company is exhibiting at 290 Broadway, New York city, some fine four-color reproductions of water-color drawings. These are printed on its "Supatone" paper, and are mounted on pulp-board and framed. The combination of the rough pulp-board and the dull finish of the "Supatone" paper gives the completed picture a remarkable resemblance to an original water-color painting. Printers and others interested in process colorwork will be well repaid by a visit to the Wanaque salesrooms while these specimens are on view.

## MATRIX RESHAPER.

The accompanying illustration shows an improved linotype matrix reshaper, made by the F. Wesel Manufacturing Company, for the inventor, Perry E. Kent, of 2582 Briggs avenue, New York city, and which is now ready for



KENT'S LINOTYPE MATRIX RESHAPER.

sale. It is used for repairing matrix combinations that are worn or battered, which cause matrices to bind or drop inaccurately into the magazine entrances, or which fall off in transferring. The reshaping die forms an absolutely accurate gage for testing matrices that may be too large or too scant from standard requirements. By its use any

matrix may be compelled to run pi or to drop into any desired channel. The tool is fully guaranteed. Circulars and prices may be obtained from any of the various agencies of the Mergenthaler Linotype Company, from the F. Wesel Manufacturing Company, 70 Cranberry street, Brooklyn, New York, or 315 Dearborn street, Chicago, or from the patentee.

#### "PRINTOLOGY."

Among the publications devoted to advertising—the house organs—there is one which stands out most prominently; one which, in text, illustration, stock and presswork exemplifies the best in the printer's art. It is issued by the Regan Printing House, of Chicago, and is known as "Printology." The Regan people, unlike many printers,



believe in high-class publicity for themselves as well as for others. Nothing in the mechanical line is spared to make each issue of "Printology" the very best, and the text is unusually interesting and instructive. We show herewith a reproduction of the cover of the latest issue. The original is in black, gold and a light tint, and embossed.

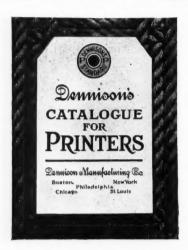
## METALLIC VERSUS HAND-CUT OVERLAYS.

Pressmen will be interested in comparing the impression of the cut shown in the Gilbert, Harris & Co. advertisement, on page 525 of the July number of The Inland Printer, with that facing page 672 of the current issue. The first was printed with a hand-cut overlay, although the announcement refers to it as having been done with the patent metallic overlay, the substitution of overlays being the result of inadvertence.

The cut shown in this issue was printed with the metallic overlay, and a comparison of the two methods strikingly illustrates the superiority of the latter in preserving the tone values, even after phenomenally long runs.

#### DENNISON'S CATALOGUE FOR PRINTERS.

The Dennison Manufacturing Company (Boston, New York, Philadelphia, Chicago, St. Louis) has issued an edition of twenty-five thousand catalogues for printers, which they are at present mailing to the printing trade of the United States and Canada. The catalogue-cover, as



shown herewith, is of a most unique design, having for a background a facsimile of many lengths of rope, laid closely together, to suggest the material from which the wellknown Dennison "Standard" all-rope tag is made.

Within are illustrations, descriptions and price-lists of not only many qualities of tags, but tag and clasp envelopes, hooks and fasteners, checks, coin-cards and coinwrappers, bill-straps, gummed paper, gummed labels, seals, sealing-wax, glue, paste and mucilage, and many original gummed devices, all forming a most interesting and helpful book.

The Dennison Manufacturing Company, through its six stores, thirty-four sample offices and large corps of salesmen, is within easy reach of nearly every printer, and the interest aroused by this catalogue can, therefore, be completely satisfied by examining the products themselves.

#### IMPROVEMENTS IN PROOF PRESSES.

Paul Shniedewend & Co., 619 West Jackson boulevard, Chicago, have replaced the wood and roller belt movement with a new rack and pinion bed movement on both the Reliance and Printers' Presses. A device has also been introduced which holds the tympan on the platen of the printers' proof press, and does away entirely with the hinged tympan. This saves time, room, labor and light, and its value is pronounced.

This firm is noted for the quickness with which it applies new and tried mechanical movements and improvements to its presses, enabling printers and engravers to secure the very latest and best in proof presses of certain designs. The head of the company has been selling goods to the printing trade for nearly forty years, and during the last fifteen years a specialty has been made of proof presses for the printer and photoengraver, one of the most noteworthy products being the Reliance Photoengravers' Proof Press, which is known everywhere that presses are employed. The chief characteristics of this machine embrace weight, power and durability, and its convenience in proving half-tones and other engravings. The superiority of

the Reliance presses has been recognized in Europe, where hundreds of them are shipped annually.

The Printers' Proof Press, made by the Shniedewend company, is a favorite among a vast number of American and European printers, many of whom have been using them constantly for upward of twelve years. The makers claim that the flat impression method embodied in this press is one of its cardinal virtues; and that a perfectly uniform impression is always obtainable by it, a contention which is supported by a multitude of users. For those who desire a less expensive equipment, the Shniedewend company have a roller proof press known as the Reliance Job Galley Proof Press, which is one of the most popular products of this progressive concern.

#### A PRINTING BUSINESS THAT PAYS.

F. W. Baltes, of Portland, Oregon, has made his printing business pay and he is ready to retire on the fruits of his well-directed efforts. Mr. Baltes is a student of economics and sound business as applied to printing, and has spoken and written voluminously on these subjects. His business is for sale, and, as it is the development of years of straight thinking, is a fully developed business that will yield returns to the purchaser at the outset. This unusual opportunity will not remain on the market long, and printers with money to invest have only to step into the well-defined and proved methods that Mr. Baltes has made easy and win a similar competence to that with which Mr. Baltes comfortably retires.

#### TROUBLES OF A PROOFREADER.

"Oh, yes," said a proofreader, "I've let a good many errors get by me. But it's not my fault. I'm overworked.

"The correspondence editor jumped me last week because I allowed a reply and an answer to get mixed. The mixed paragraph came out like this:

"'Remedy for coated tongue: Wash the tongue well, and soak it in cold water over night. In the morning put it into a kettle full of cold water, stand it over a slow fire, and let it simmer gently for three hours, or until you can pierce it easily with a fork.'

"Our shorthand reports are so full of errors that it's no wonder I overlook a few of them. I overlooked one Thursday, in a speech of President Taft's, a nasty error, one that seemed to have something personal and offensive in it. The President, you see, said in his speech, 'The day is big with fate,' and it came out in the paper, 'The day is big with fat.'"—Exchange.

## VEGETABLE GARDEN IN HIS APPENDIX.

Congressmen have often endangered their popularity by sending out free seeds, marked petunia or chrysanthemum, which grew beautiful crops of beets or squashes, but consider the sad case of Representative Crumpacker, of Indiana, who sent A. A. Bibler, editor of the Crown Point Register, a package of real radish seeds.

Bibler was troubled with liver complaint, for which he carried a package of pills in his vest-pocket. When the seeds came he stuck the packet in his pocket alongside the pills. A few days after the arrival of the seeds he began to grow worse. He increased the dose, which only increased the malady. He consulted his doctor, and a diagnosis showed he had been taking radish seeds instead of pills and the seeds had sprouted in his appendix.— Newspaperdom.

## WANT ADVERTISEMENTS.

Prices for this department: 40 cents for each ten words or less; minimum charge, 80 cents. Under "Situations Wanted," 25 cents for each ten words or less; minimum charge, 50 cents. Address to be counted. Price invariably the same whether one or more insertions are taken. Cash must accompany the order to insure insertion in current number. The insertion of ads. received in Chicago later than the 15th of the month preceding publication not guaranteed.

#### BOOKS.

"COST OF PRINTING," by F. W. Baltes, presents a system of accounting which has been in successful operation for many years, is suitable for large or small printing-offices, and is a safeguard against errors, omissions or losses; its use makes it absolutely certain that no work can pass through the office without being charged, and its actual cost in all details shown. 74 pages, 63%, by 10 inches, cloth, \$1.50. THE INLAND PRINTER COMPANY, Chicago.

DRAWING FOR PRINTERS, a practical treatise on the art of designing and illustrating in connection with typography, containing complete instructions, fully illustrated, concerning the art of drawing, for the beginner as well as the more advanced student, by Ernest Knaufft, Editor of The Art Student and Director of the Chautauqua Society of Fine Arts; 240 pages, cloth, \$2, postpaid. THE INLAND PRINTER COMPANY, Chicago.

PAPER PURCHASERS' GUIDE, by Edward Siebs. Contains list of all bond, flat, linen, ledger, cover, manila and writing papers carried in stock by Chicago dealers, with full and broken package prices. Every buyer of paper should have one. 25 cents. THE INLAND PRINTER COMPANY, Chicago.

PRACTICAL FACTS FOR PRINTERS, by Lee A. Riley; just what its name indicates; compiled by a practical man, and said to be the most practical little book ever offered to the trade; 50 cents. THE INLAND PRINTER COMPANY, Chicago.

PRICES FOR PRINTING, by F. W. Baltes. Complete cost system and selling prices. Adapted to any locality. Pocket size. \$1 by mail. THE INLAND PRINTER COMPANY, Chicago.

THE INLAND PRINTER COMPANY, Chicago.

THE RUBAIYAT OF MIRZA MEM'N, published by Henry Olendorf Shepard, Chicago, is modeled on the Rubaiyat of Omar Khāyyām; the delicate imagery of old Omar has been preserved in this modern Rubaiyat, and there are new gens that give it high place in the estimation of competent critics; as a gift-book nothing is more appropriate; the binding is superb, the text is artistically set on white plate paper, the illustrations are half-thones, from original paintings, hand-tooled; size of books, 7% by 9% inches, art vellum cloth, combination white and purple, or full purple, \$1.50; edition de luxe, red or brown India ooze leather, \$4; pocket edition, 3 by 5%, 76 pages, bound in blue cloth, lettered in gold on front and back, complete in every way except the illustrations, with full explanatory notes and exhaustive index, 50 cents. THE INLAND PRINTER COMPANY, Chicago.

SIMPLEX TYPE COMPUTER, by J. L. Kelman. Tells instantly the number of picas or ems there are in any width, and the number of lines per inch in length of any type, from 5½ to 12 point. Gives accurately and quickly the number of ems contained in any size of composition, either by picas or square inches, in all of the different sizes of body-type, and the nearest approximate weight of metal per 1,000 ems, if set by Linotype or Monotype machine. Price, \$1.50. THE INLAND PRINTER COMPANY, Chicago.

VEST-POCKET MANUAL OF PRINTING, a full and concise explanation of the technical points in the printing trade, for the use of the printer and his patrons; contains rules for punctuation and capitalization, style, marking proof, make-up of book, sizes of books, sizes of the untrimmed leaf, number of words in a square inch, diagrams of imposition, and much other valuable information not always at hand when wanted; 50 cents. THE INLAND PRINTER COMPANY, Chicago.

#### BUSINESS OPPORTUNITIES.

A PRINTER'S BARGAIN—An established weekly and general printing business with Linotype and modern equipment, in Colorado, Mitchell County, Tex.; county-seat town of 4,000; absolutely no competition; entire business will sell at \$15,000 and will show at least 20 per cent to 25 per cent upon this investment, with excellent prospects; present proprietors have been in business twenty-five years and desire to retire, and for this reason alone will sell this remunerative business; young Northern blood can make this establishment pay 40 per cent the first year; Colorado, Tex., is situated at an altitude of 2,200 feet, in the most renowned health section of the West; immediate action is necessary. For terms and full particulars address WHIPKEY PRINTING CO., Colorado, Tex.

A SPLENDID OPPORTUNITY for a printer who is competent to handle the inside work of a large and fast-growing printing and stationery establishment to invest in one of the most attractive and healthful of California's large cities; capital required, \$5,000 to \$10,000; reasons—partner needed. H 883.

FOR SALE—A city print-shop in the country; weekly newspaper with good advertising, big run jobwork; stationery store in connection; in prosperous manufacturing town; 65 factories to draw from near by; \$14,500 business last year; stand rigid investigation; conveniently located within 30 miles of Chicago on C. & E. I. R. R.; will sacrifice to a responsible party; bank references given and wanted. Address J. L. B., Box S, Steger, III.

FOR SALE — A good job-printing office, doing a fine business, situated 9 miles from Chicago on the C. B. & Q. R. R.; the office is fitted with gas and electric light and power, and can be bought at a reasonable figure, as the owner is about to engage in other business. For full particulars address S. F. CHAMPION, JR., Box 51, Berwyn, Ill.

FOR SALE — Bookbindery equipped with practically all new machinery; excellent trade; only one opposition within hundred miles around; excellent opportunity for hustler; reason for selling — poor health. H 851.

FOR SALE -- Complete printing and bookbinding plant; all new and doing a fine and rapidly increasing business in fastest-growing town in Pacific Northwest; \$8,500. F. G. TEFFT CO., Aberdeen, Wash.

FOR SALE — Controlling interest in job-printing plant doing \$12,500 a year business; rare opportunity for hustler with \$1,000. H 927.

FOR SALE — Controlling interest in well-equipped printing-plant in large Southern city; big business; great opportunity; present owner has good reason for selling. Write for particulars. H 921.

FOR SALE — In a 7,000 populated city in Virginia, a 13-year established job-printing office and stationery and bookstore, doing a good, paying business; fine opening for daily paper; if necessary, no trouble to sell stock to start paper by a competent man; good reason for selling; inventory, receipts, etc., furnished on application. H 919.

FOR SALE — Modern plant, 5 cylinders, 6 jobbers, Linotype, new equipment; old established, prosperous business; \$60,000 yearly and upward; profits \$10,000 and more; \$35,000 cash; proprietor has worked 36 years and wants to retire. F. W. BALTES, Portland, Ore.

FOR SALE — Newspaper and job-printing plant in live New Hampshire town of 5,000 population; good business center; plenty of work the year round; paper has list of 1,700 and good advertising patronage; no competition; part cash, balance on mortgage. FREE PRESS OFFICE, Lebanon, N. H.

FOR SALE — The largest bindery, blank book and printing office in city of 100,000 within 100 miles of New York or Philadelphia; 5 years old; fine business, with over \$5,000 in unfinished orders on hand; inventory close to \$12,000; best of reasons for selling; fine opportunity for a couple of good practical men; will be sold very cheap. H 889.

IN THE CANADIAN NORTHWEST live new towns are growing rapidly; each new town wants a newspaper; great opportunities for young newspaper men to start in business. Write immediately to MILLER & RICHARD, 123 Princess st., Winnipeg, Canada, for full particulars and names of new towns guaranteeing support.

PHOTOENGRAVING — An opportunity is offered for a practical man to acquire an interest in an established photoengraving house in Boston, Mass.; only a small investment required from a capable business man, competent to take hold and help enlarge the business. H 841.

PRINTING-PLANT (now running) for sale; inventories \$3,200; new within 3 years; easy terms; Main street location; rent \$32; another business — reason of sale. Full particulars, B. Offer, 359 William av., Winnipeg, Man.

\$5,000 CASH will buy one-fourth interest in one of the oldest and best jobprinting plants in the South. For further information address H 892.

\$1,600 CASH buys a long-established newspaper and job plant in hustling town of 1,000 population in northeastern Indiana; power presses, electric motor, plenty of material; plant makes money. H 912.

#### Publishing.

PRINTERS — Why not become publishers? Enjoy larger profits. Write and ask us how. HARRIS-DIBBLE COMPANY, Masonic bldg., New York.

#### FOR SALE.

FOR SALE — A Fuchs & Lang bronzing and dusting machine; it has been set aside only to make room for larger equipment; it is in first-class running condition, and will be sold with or without motor drive; make us an offer. THE GUGLER LITHOGRAPHIC CO., Milwaukee, Wis.

BOOKBINDERS' MACHINERY; rebuilt No. 3 and 4 Smyth book-sewing machines, thoroughly overhauled and in first-class order. JOSEPH E. SMYTH, 108-128 N. Jefferson st., Chicago.

FOR SALE — Complete printing-plant in city of 50,000; cheap; easy terms. H 602.

FOR SALE—Huber press, 2-revolution, 4-roller, table distribution, air springs, size bed 37 by 52; price, \$500 as it stands; also Semple book trimmer, \$30. JOBSON PRINTING MFG. CO., Station E, Louisville, Ky.

FOR SALE — Klaus perfecting press, 4 to 40 pages in colors, size of plate, 10 by 14 inches, 20,000 per hour; curving machine and 25 horse-power motor; all for \$2,500. W. G. DAVIS, 6158 Michigan av., Chicago, Ill.

IRON STEREOTYPE BLOCKS (196), sold in sets of 16, size 5 7-16 by 8\% inches outside; 5 by 8\% largest plate, 4\% by 7\% smallest plate; these blocks may be cut down to 2-em picas narrower and 1-em pica shorter; guaranteed on 30 days' trial at \$2.50 per block; wood blocks same sizes, 90 cents each. A. F. WANNER & CO., 342 Dearborn st., Chicago, Ill.

## "OROTYP"-Have You Tried It?

WE OFFER YOU A PERFECT
An ink which will stand up under the most exacting requirements, and secure a rich, brilliant effect. If you are anxious to produce perfect results, let us send you a can ON APPROVAL.

Four shades: Light Gold, Deep Gold, Aluminum, and Copper
MANUFACTURED BY
THE CANADIAN BRONZE POWDER WORKS
MONTREAL TORONTO VALLEYFIELD

Agents
Wanted

DISTRIBUTING AGENT FOR UNITED STATES
Wanted

JAS. H. FURMAN, 36 La Salle St., Chicago, Ill.

#### FOR SALE.

MIEHLE PONY, 26 by 34, also Cottrell, 33 by 46, 2-revolution presses, front-fly deliveries; rebuilt and guaranteed. PRESTON, 167C Oliver, Boston, Mass.

PEBBLING MACHINE BARGAIN — 30-inch Fuchs & Lang roller-embossing (pebbling) machine, with newly engraved rollers — eggshell pattern and extra papier-maché roller; machine as effective as a new one; price, f.o.b. Chicago, \$500. A. F. WANNER & CO., Chicago.

PHOTOENGRAVING PLANT — Excellent camera and lens, also screens, router, saw; anxious to sell at sacrifice. HANFORD PHOTOENGRAVING CO., Hanford, Cal.

PRINTERS' MACHINERY FOR SALE—1 Huber, 44 by 60 bed; 1 Economic, 38 by 50 bed; 1 Century Pony, 22 by 32 bed; 1 Seybold 44-inch self-clamp Holyoke cutter; 1 Sheridan book rounder and backer, footpower; 1-point folding-machine, 28 by 42; all are in good condition and must be sold before moving into our new building; these machines have always had good attention and are in first-class condition, being used daily; make bids on any one of these you can use. F. W. ROBERTS CO., Cleveland, Ohio.

STILL IN BUSINESS with large line of rebuilt cylinder presses, at one-third less than the usual price. H. BRONSON & SON, 409 Dearborn st., Chicago.

WARNOCK SECTIONAL BLOCKS for sale at a bargain; complete outfit of cabinets, hooks, brasses, etc.; have no use for the outfit and will close it out cheap. Write us. BRETHREN PUBLISHING HOUSE, Elgin, Ill.

#### HELP WANTED.

#### Artists.

A CANADIAN ENGRAVING COMPANY has an attractive proposition for an artist who has had experience in drawing carriages; for particulars address H 725.

#### Bookbinders.

WANTED — Bookbinder; an all-around man to superintend the work in a union shop; large city in Middle West; good position for right man. H 899.

WANTED — Bookbinders in one of the best shops in Pennsylvania; an all-around jobber on edition work; also a first-class casemaker on one-half-bound work; also a bookbinder who can color edges; steady positions to first-class men; union. H 884.

WANTED — First-class finisher in an all-around shop in Los Angeles, Cal.; steady job to right man; state wages expected. H 850.

#### Compositors.

COMPOSITOR understanding stonework and make-up; permanent position for first-class workman; open shop. THE TUTTLE CO., Rutland, Vt.

WANTED — Two compositors, specialists on high-class commercial 8 hours; permanent situations to right men; send samples. H

## Engravers.

HALF-TONE PHOTOGRAPHER, also a half-tone finisher; steady work for competent men. BURBANK ENGRAVING CO., Boston, Mass.

WANTED — Engraver by September 1; must be first-class jewelry engraver, one who can do copperplate and steel-die work preferred; send samples of work. Apply to A. G. PLUMMER, St. John, N. B., Canada.

## Foremen, Managers and Superintendents.

A MANAGER of a 3-jobber printing-plant who can act as buyer for an advertising department, whose annual purchases are about \$175,000 a year; he must be temperate, a good executive and a worker. Write, stating experience, references, salary expected, and forward samples of work.

EXPERIENCED, up-to-date advertising manager for large whisky house; one who can get up attractive circular and advertising matter and place newspaper advertising throughout the country; state fully experience, references and salary required; permanent. BOX 777, Kansas City, Mo.

#### Office Men.

WANTED — Manager's assistant; experience in estimating, paper stock, handling customers; high-grade patronage; state age, references, salary, H 891.

## Photogravure.

WANTED — Thoroughly experienced photogravure man. Apply in person to Room 1416, Fisher bldg., Chicago, Ill.

#### Salesmen.

WANTED Good printing salesman for Western city; large shop; must understand estimating and be a producer. H 910.

WANTED—Salesman familiar with the commercial printing and engraving business, capable of making detailed estimates and closing contracts for the output of a complete plant; prefer a man with some established Iowa trade; only high-grade man wanted; satisfactory references must be furnished to receive attention. H 901.

#### INSTRUCTION.

A BEGINNER on the Mergenthaler will find the THALER KEYBOARD invaluable; the operator out of practice will find it just the thing inneeds; exact touch, bell announces finish of line; 22-page instruction book. When ordering, state which layout you want — No. 1, without fractions; No. 2, two letter with commercial fractions, two letter without commercial fractions, standard Junior, German. THALER KEYBOARD COMPANY, 505 "P" st., N. W., Washington, D. C.; also all agencies Mergenthaler Linotype Company. Price, \$4.

A LINOTYPE SCHOOL AT HOME — The Eclipse Keyboard, with complete instruction course, price, \$4: circular on request. ECLIPSE KEY-BOARD COMPANY, 117 S. Bonner st., Dayton, Ohio. New York agents: Empire Linotype School, 419 First av., New York city.

N. E. LINOTYPE SCHOOL, 7 Dix place, Boston, Mass. Four-machine plant, run solely as school; liberal hours, thorough instruction; our graduates succeed. Write for particulars before deciding.

#### SITUATIONS WANTED.

SITUATION WANTED — A cartoonist, good on politics, steady, knows the ins and outs and can assist in management of good live daily; always makes a paper pay. A. J. STEWART, care News, Fargo, N. D.

FINISHER — First-class, all-around finisher, steady, sober and capable, desires situation. Address E. H. WALLACE, 1012 Chestnut st., Erie, Pa.

SITUATION WANTED — Bookbinder, finisher and forwarder; first-class; capable of taking charge. H 907.

#### Endravers.

PHOTOENGRAVING is my line and I want a position where I can use my practical knowledge of the business; I have successfully superintended for the last 4 years and can show first-class testimonials. H 845.

PHOTOGRAPHER — Experienced half-tone and color operator open for engagement with strictly first-class house. H 866.

THREE-COLOR OPERATOR will furnish collodion emulsion and services to first-class firm for \$37 a week. H 924.

#### Foremen, Managers and Superintendents.

FOREMAN, A-1 workman, understanding all branches, who can produce the best grade of printing, is open for engagement. H 492.

FOREMANSHIP by practical printer; has handled all branches of trade. FOREMAN, care A. Russ, 246 Hudson av., Albany, N. Y.

MANAGER — Position wanted by young man with 14 years' practical experience in book, catalogue and commercial job-printing plant; married, age 28; good references; want to locate West. H 831.

POSITION WANTED as superintendent or foreman; experienced on the best grades of catalogue, book and job work; union. H 598.

PRINTING SUPERINTENDENT, thoroughly practical printer, finest experience, will change; qualified on systems, costs, sales, and estimates as well. H 490.

SITUATION as superintendent printing-plant; thorough practical experience; 14 years in charge; good education; could invest few hundred. H 928

SOBER, HONEST YOUNG PRINTER with some experience as manager wants position where he will have a chance to learn more about managing a printing-office; started as "devil" and advanced to platen pressman, compositor, foreman, editor, manager; a student of the I. T. U. Course; union; prefer small town and would lease small newspaper or job plant if satisfactory. H 920.

SUPERINTENDENT, familiar with all branches of the trade, estimator, close buyer of supplies, knows the envelope business, desires change; would take charge of the printing and publicity for manufacturing concern.

#### Office Men.

OFFICE MANAGER, now employed by a good house, but under unsatisfactory conditions, would consider an offer at an attractive salary from a live house in need of a capable office or general manager, 21 years' experience, energetic, healthy and always in place; good references. H 888.

#### Operators and Machinists.

LINOTYPE MACHINIST-OPERATOR — First-class man, 10 years' experience; absolutely reliable; union. H 451.

LINOTYPE INSTRUCTION, day or evening, 9 weeka' thorough operatormachinist course, \$80; our course includes the following special advantages: Employment bureau, location, very thorough mechanical instruction,
Linotype school solely; next openings August 1. EMPIRE MERGENTHALER LINOTYPE SCHOOL, 419 First av., New York city (near 24th st).



by attaching NEW CENTURY FOUNTAINS to your jobbers. The perfection of fountains. Will increase press output from 3,000 to 5,000 a day on steady runs. No readjusting after washup or when changing impressions. One-screw ink feed. One-screw roller contact. Will not mark the print. Minimizes danger of offset by reason of uniform inking. Can be taken apart in a few seconds, with the fingers, without screw-driver or wrench. Will do the work of a long fountain without its disadvantages. It is a producer of RESULTS—More Impressions and Better Work. For Chandler & Price, Challenge, and all Gordon Presses.

Get a descriptive circular from your dealer or send to us.

THE WAGNER MFG. CO., Scranton, Pa.

#### SITUATIONS WANTED.

### Operators and Machinists.

LINOTYPE OPERATOR wishes steady position; will take care of machine; union. H 925.

POSITION WANTED by young operator of 2 years' experience in commercial work; speed, 4,000 ems per hour; clean proof; capable of taking care of own machine. H 914.

#### Pressmen.

CYLINDER AND JOB PRESSMAN desires position in the South; at present employed in St. Louis; union. H 898.

DUPLEX PRESSMAN with 15 years' experience wants position; good ref-

EXECUTIVE for pressrooms; first-class, efficient in every respect, considered strong in getting the most from material and men; well up in all kinds of modern printing; best of references from large Eastern firms, also the house I am now with; Eastern or Western coast cities preferred; only first-class or growing concerns considered. H 895.

SITUATION WANTED — Pressman, A-1 cylinder and Gordon; 10 years' experience on all classes of work; capable of taking charge; union. Address, stating particulars, G. W. MARSH, 114 E. Park st., Taylorville, III.

WANTED — Situation as pressman; 18 years on webs and flat-beds; thorough knowledge of Cottrell and Scott magazine presses; good education, temperate. H 905.

#### Proofreaders.

PROOFREADER (woman) wants situation on hustling daily where rapid, intelligent work is wanted; or bookwork. H 906.

#### Stereotypers.

FIRST-CLASS STEREOTYPER, with good references, wants position as foreman or journeyman. H 649.

#### WANTED TO PURCHASE.

WANTED TO BUY a rotary press for printing magazine, size about 12% by 9 inches, 16 to 48 pages. Address THE AMERICAN ISSUE PUBLISHING CO., Westerville, Ohio.

#### BUSINESS DIRECTORY.

#### Bookbinders' and Printers' Machinery.

DEXTER FOLDER COMPANY, Pearl River, N. Y. Folding machines, automatic feeders for presses, folders and ruling machines. 2-11

## Bookbinders' Supplies.

SLADE, HIPP & MELOY, Incpd., 139 Lake st., Chicago. Also paper-box makers' supplies. 1-11

## Calendar Manufacturers.

NEW LINE of bas-reliefs, published by H. E. Smith Company, Indianapolis, Ind. 12-10

#### Case-making and Embossing.

SHEPARD, THE H. O., CO., 120-130 Sherman st., Chicago. Write for esti-

## Chase Manufacturers.

BARNHART BROTHERS & SPINDLER, Chicago. Electric-welded steel

### Copper and Zinc Prepared for Half-tone and Zinc Etching.

AMERICAN STEEL & COPPER PLATE COMPANY, THE, 116 Nassau st., New York; 114 Federal st., Chicago; Mermod-Jaccard bldg., St. Louis, Mo. Satin-finish plates. 6-11

HART, R. A., Battle Creek, Mich. Counters for job-presses, book-stitchers, etc., without springs. Also paper-joggers, "Giant" Gordon press-brakes. Printers form-trucks. 5-11

## Cylinder Presses.

BARNHART BROTHERS & SPINDLER, 183-187 Monroe st., Chicago. Bab-cock drums, two-revolution and fast new presses. Also rebuilt machines.

#### Electrotypers and Stereotypers.

McCAFFERTY, H., 141 E. 25th st., New York. 3-11

#### Electrotypers' and Stereotypers' Machinery.

HOE, R., & CO., New York and London. Manufacturers of printing, stereo-typing and electrotyping machinery. Chicago offices, 143 Dearborn st. 11-10

MURRAY MACHINERY COMPANY, Kansas City, Mo. All kinds of electro-typing, stereotyping and photoengraving machinery. 3-11

THE OSTRANDER-SEYMOUR CO., General Offices, Tribune bldg., Chicago. Eastern Office, 38 Park Row, New York. Send for catalogue. 1-11

WILLIAMS-LLOYD MACHINERY COMPANY, office and salesrooms, 124-126-128 Federal st., Chicago. Eastern representatives: United Printing Machinery Company, Boston-New York.

### Embossers and Engravers - Copper and Steel.

FREUND, WM., & SONS, est. 1865. Steel and copper plate engravers and printers, steel-die makers and embossers. Write for samples and esti-mates. 43-49 Randolph st., Chicago. (See advt.) 3-11

#### **Embossing Composition.**

STEWART'S EMBOSSING BOARD — Easy to use, hardens like iron; 6 by 9 inches; 3 for 40c, 6 for 60c, 12 for \$1, postpaid. THE INLAND PRINTER COMPANY, Chicago.

WESTERN EMBOSSING COMPANY. Every description of hot-die emboss-ing. Post-cards, labels, catalogue covers, leather, cut-letter signs, adver-tising novelties. Send for estimate. Office and works, 2954 Sheffield av., Chicago, Ill. (See advt.)

#### Embossing Dies.

YOUNG, WM. R., 121-123 N. Sixth st., Philadelphia, Pa. Printing and embossing dies, brass, steel, zinc; first-class workmanship. 6-11

#### Engraving Methods.

ANYBODY CAN MAKE CUTS with my simple transferring and etching process; nice cuts from prints, drawings, photos are easily and quickly made by the unskilled on common sheet zinc; price of process, \$1; all material costs at any drug store about 75 cents. Circulars and specimens for stamp. THOMAS M. DAY, Box 12, Windfall, Ind.

#### Envelope Clasps.

MOMENT TURNS ANY envelope into a Clasp Envelope by using our clasp. CHICAGO ENVELOPE CLASP CO., factory at Niles, Mich.

IDEAL COATED PAPER CO., Brookfield, Mass. Imported and domestic guaranteed noncurling gummed papers. 5-11

JONES, SAMUEL, & CO., 7 Bridewell place, London, E. C., Eng. Our specialty is noncurling gummed paper. Write for samples.

## Gummed Tape in Rolls and Rapid Sealing Machine.

JAMES D. McLAURIN CO., INC., 63 Park Row, New York city. "Bull-dog" and "Blue Ribbon" brands gummed tape. Every inch guaranteed to stick.

#### Ink Manufacturers.

AMERICAN PRINTING INK CO., 2314-2324 W. Kinzie st., Chicago. 3-11

RAY, WILLIAM H., PRINTING INK MFG. CO., 735-7-9 E. 9th st., New York. 9-10

### Job Presses.

GOLDING MFG. CO., Franklin, Mass. Golding Jobbers, \$200-\$600; Embosser, \$300-\$400; Pearl, \$70-214; Automatic Roll Feed. 8-10

## Machinery.

BARNHART BROTHERS & SPINDLER, Chicago. New, rebuilt,

### Mercantile Agency.

THE TYPO MERCANTILE AGENCY, General Offices, 160 Broadway, New York; Western Office, 184 La Salle st., Chicago. The Trade Agency of the Paper, Book, Stationery, Printing and Publishing Trade. 7-11

### Motors and Accessories for Printing Machinery.

SPRAGUE ELECTRIC COMPANY, 527 W. 34th st., New York. Electric equipments for printing-presses and allied machines a specialty. 3-11

## A System for Securing

E HAVE ADDED one hundred and sixty-seven new customers to our list since January 1, 1910, by a simple, original and inexpensive system of follow-up advertising that at once interests the prospective customer — no cheap, catch-penny method, but a system that draws the better class and that is sure to win wherever used. We furnish printed New Customers

or system that draws the better class and that is sale to win whether data. We taken the copy of system complete as we used it, together with full explanation and suggestions, prepaid the copy of \$2.00.

President and Manager,

Charlotte Printing Company, CHARLOTTE, N. C.

Money refunded if you are not more than satisfied with results.

upon receipt of \$2.00.

#### Paper Cutters.

DEXTER FOLDER CO., Pearl River, N. Y., manufacturers of automatic clamp-cutting machines that are powerful, durable and efficient. 2-11

GOLDING MFG. CO., Franklin, Mass. Lever, \$140-\$175; Power, \$240-\$600; Auto-clamp, \$450-\$600; Pearl, \$40-\$77; Card, \$8-\$40. 8-10

OSWEGO MACHINE WORKS, Oswego, New York. The Oswego, Brown & Carver and Ontario.— Cutters exclusively.

SHNIEDEWEND, PAUL, & CO., 631 W. Jackson blvd., Chicago.

#### Photoengravers.

BLOMGREN BROTHERS & CO., 76-82 Sherman st., Chicago. Photo, half-tone, wood engraving and electrotyping. 11-10

INLAND-WALTON ENGRAVING CO., THE, illustrators, engravers and electrotypers, 3-color process plates. 120-130 Sherman st., Chicago. 12-10

NATIONAL ENGRAVING COMPANY, Sioux Falls, S. D. Designers and engravers. "Cuts that talk." 2-11

THE FRANKLIN COMPANY, 346-350 Dearborn st., Chicago. Photoengravers, electrotypers and printers.

#### Proof Presses for Photoengravers and Printers.

SHNIEDEWEND, PAUL, & CO., 631 W. Jackson blyd., Chicago,

#### Photoengravers' Machinery and Supplies.

THE OSTRANDER-SEYMOUR CO., General Offices, Tribune bldg., Chicago. Eastern Office, 38 Park Row, New York. Send for catalogue. 1-11

WILLIAMS-LLOYD MACHINERY COMPANY, headquarters for photoengra-vers' supplies. Office and salesrooms: 124-126-128 Federal st., Chicago. Eastern representatives: United Printing Machinery Co., Boston-New York. 2-11

#### Photoengravers' Screens.

LEVY, MAX, Wayne av. and Berkeley st., Wayne Junction, Philadelphia, Pa. 3-11

### Photogravure and Photogelatin Printing.

HENRY & CO., 18 Spruce st., New York. "Let us put you on our mailing list."

GOSS PRINTING PRESS COMPANY, 16th st. and Ashland av., Chicago, manufacturers newspaper perfecting presses and special rotary printing machinery.

1-11

HOE, R., & CO., New York and London. Manufacturers of printing, stereo-typing and electrotyping machinery. Chicago office, 143 Dearborn st. 11-10

THOMSON, JOHN, PRESS COMPANY, 253 Broadway, New York; Fisher bldg., Chicago; factory, Long Island City, N. Y. 10-10

### Printers' Rollers and Roller Composition.

BINGHAM BROTHERS COMPANY, 406 Pearl st., New York; also 521 Cherry st., Philadelphia.

BINGHAM'S, SAM'L, SON MFG. CO., 316-318 S. Canal st., Chicago; also 514-518 Clark av., St. Louis; First av. and Ross st., Pittsburg; 706 Baltimore av., Kansas City; 52-54 S. Forsythe st., Atlanta, Ga.; 151-153 Kentucky av., Indi mapolis; 675 Elm st., Dallas, Tex.; 135 Michigan st., Milwaukee, Wis.; 919-921 4th st., So., Minneapolis, Minn.; 609-611 Chestnut st., Des Moines, Iowa.

BUCKIE PRINTERS' ROLLER CO., 396-398 S. Clark st., Chicago; Detroit, Mich.; St. Paul, Minn.; printers' rollers and tablet composition. 7-10

MILWAUKEE PRINTERS' ROLLER CO., 372 Milwaukee st., Milwaukee, Wis. Printers' rollers and tablet composition.

WHLD & STEVENS, INC., 5 Purchase st., cor. High, Boston, Mass. Est lished 1850.

## Printers' Supplies.

BARNHART BROTHERS & SPINDLER, 183-187 Monroe st., Chicago. 7-11

## Stereotyping Outfits.

A COLD SIMPLEX STEREOTYPING OUTFIT, \$19 and up, produces the finest book and job plates, and your type is not in danger of being ruined by heat; simple, better, quicker, safer, easier on the type, and costs no more than papier-maché; also two engraving methods costing only \$5 with materials, by which engraved plates are cast in stereo metal from drawings made on cardboard; "Ready-to-use" cold matrix sheets, \$1. HENRY KAHRS, 240 E. 33d st., New York city.

### Typefounders.

AMERICAN TYPE FOUNDERS CO., original designs, greatest output, most complete selection. Dealer in wood type, printing machinery and printers' supplies of all kinds. Send to nearest house for latest type specimens. Houses — Boston, New York, Philadelphia, Baltimore, Washington, D. C., Richmond, Buffalo, Pittsburg, Cleveland, Cincinnati, St. Louis, Chicago, Kansas City, Indianapolis, Denver, Dallas, Los Angeles, San Francisco, Portland, Spokane, Scattle, Vancouver.

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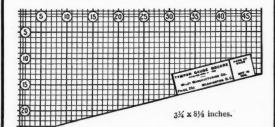
HANSEN, H. C., TYPE FOUNDRY (established 1872), 190-192 Congress st., Boston; 43 Center st. and 15 Elm st., New York. 10-10

INLAND TYPE FOUNDRY, standard line type and printers' supplies.

Louis, New York, Chicago and Philadelphia.

# **TYMPAN** GAUGE

For quickly and accurately placing the gauge pins on a platen press



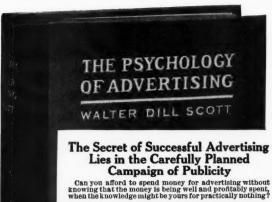
Made of transparent celluloid, ruled in picas.

By placing the square over the impression of the job on the tympan in the proper position, and marking with a pencil along the left and lower edges, the gauges can be placed correctly at once.

Will save its cost in one day's use.

Twenty-five cents, postpaid to any address.

THE INLAND PRINTER CO. 130 Sherman St., Chicago



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By Professor Walter Dill Scott
Director of the Psychological Laboratory, Northwestern University,
Author of "The Theory of Advertising," etc.

Author of "The Theory of Advertising," etc.

If you wish to study the advertising business, this book will tell you how you may make every dollar produce results.

Advertising is rapidly being reduced to a science by men who are making a lifetime study of its every phase. No man has done more for advertising science—discovered more of its vital secrets and lawana Professor Scott. He has delved deep into the underlying principles, discovered the cause of every effect and larned how to produce certain effects at will. He has dissected and analyzed a thousand successes and as many failures, and he has classified, grouped and crystalized all the mass of data he has secured.

AND THE PRICE IS ONLY \$2.00

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Here is a text-book on the science of advertising—packed with information and data that are of money value to every advertiser and every main interested in any way in advertising—specific price in the price asked, while the value of the information given in any single page is worth more than the cost of the entire book.

YOUR MONEY BACK IF YOU ARE NOT SATISFIED If you are not satisfied, after a perusal, that the book is worth more than the price asked, return the book any time within five days and we will refund the money. If you are not pleased with your purchase, simply return it.

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THE INLAND PRINTER COMPANY 130 Sherman St., CHICAGO

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Filters "Direct" Three-color Work

Not an experiment but an accomplished fact.

Thoroughly tested in practical work before being advertised.
Full details in our new booklet "DRY-PLATES AND COLOR-FILTERS FOR TRICHROMATIC WORK," containing more complete practical information than any other book yet published. This booklet sent free to photoengravers on request.

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## THE GOVERNMENT STANDARD KEYBOARD PAPER with Round Perforations

for the MONOTYPE MACHINE COLONIAL COMPANY, MECHANIC FALLS, MAINE

PRINTERS — You can not afford to purchase new or rebuilt Printers' Machinery, exchange or sell your old without consulting us.

DRISCOLL & FLETCHER Printers' Machinery Works,



## PRESS CONTROLLERS

## MONITOR AUTOMATIC SYSTEM

Fills All Requirements of Most Exacting Printers. MONITOR SALES DEPT.

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## THE WALDEN TYPE-SETTING COMPAN

is now located in its new and larger quarters at 65-71 Plymouth Place, Chicago, with a thoroughly up-to-date plant, a large selection of latest type faces and equipment to handle anything in the line of Monotype Composition, including Catalogue, Tariff and Book Make-up of every description. Type cast from five to thirty-six point at a considerable reduction from foundry prices. Our representative will call on request.

TELEPHONE HARRISON

# PRIOR'S AUTOMATIC

SHOWS PROPORTION AT A GLANCE

No figuring-no chance for error. Will show exact proportion of any size photo or drawing-any size plate. SIMPLE - ACCURATE.

Being transparent, may be placed upon proofs of cuts, etc., and number of square inches determined without figuring. Price, \$2.00. Sent postpaid, on receipt of price, by

The Inland Printer Co. 130 Sherman Street . . . CHICAGO 1729 Tribune Building, NEW YORK

## KNIFE-GRINDING SERVICE

PROMPT AND EXPERT

We make a specialty of Paper Cutter and Lithograph Stone Knife Grinding. E. C. KEYSER & CO., 404 So. Clark St., CHICAGO. ('Phone, Harrison 7594)

## IMPROVE YOUR HALF-TONE WORK

THE JOHNSON CUT-CLEANING AND POLISHING OUTFIT WILL DO IT, and when there are Scratched or Dirty Half-tones,
Cuts or Etchings to work you will find it easy to print them right if you have
one of our outfits. Saves the cost of new cut.

WRITE DEPT. H.

J. FRANK JOHNSON . . . BATTLE CREEK, MICH.

## t<sup>99</sup> for the Trade Roughing

We have put in a ROUGHING MACHINE, and should be pleased to fill orders from those desiring this class of work. Three-color half-tone pictures, gold-bronze printing, and, in fact, high-grade work of any character, is much improved by giving it this stippled effect. All work given prompt attention. Prices on application. Correspondence invited.

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Learn PHOTOGRAPHY, PHOTO-ENGRAVING or THREE-COLOR WORK.

Engravers and Three-color Operators carn \$20 to \$50 per week. Only College in the world where these paying professions are taught successfully. Established slyteen years. Endorsed by International Association of Photo-Engravers and Photographers' Association of Illinois. Terms easy; living inexpensive. Graduates placed in good positions. Write for catalogue, and ILLINOIS COLLEGE OF PHOTOGRAPHY or \$81 Wabash Avenue, BISSELL COLLEGE OF PHOTOGRAPHY or \$81 Wabash, Ill. L. H. BISSELL, President.

## **Auld's No Mottle Paste**

Guaranteed to overcome the very worst cases of mottling on solids of half-tones, block printing, etc. Price, \$1.50 per pound. Manufactured by HAMPTON AULD MANUFACTURER OF INK SPECIALTIES New Jersey, U. S. A.



## URANT COUNTERS Can be Counted on to



Our broad line provides the right machine for every point in the pressroom.

The W.N. Durant Co. Milwaukee



## CLEVERLY BLOTTERS ILLUSTRATED DESIGNED BLOTTERS IN 3 COLORS

YOU PRINT THEM - SHOW WHAT YOU CAN DO IN YOUR OWN SHOP

OUR Color Designs for printers' blotters furnish the up-to-date printer with a splendid means of advertising his business inexpensively, effectively and productively. They are a credit to the printer and never fail to bring in business. Particulars free. Write today, on your letterhead: CHAS. L. STILES, Columbus, Ohio

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We have facilities for making chemical, microscopical and physical tests of paper promptly and at reasonable prices. We can be of service to the purchaser by showing him whether he is getting what he has specified.

We can be of service to the manufacturer in disputes where the report of a third party is likely to be more effective.

**Electrical Testing Laboratories** 80TH STREET and EAST END AVENUE, NEW YORK CITY

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## The VAN BIBBER ROLLER CO.

CINCINNATI, OHIO.

WE MAKE THE BEST THAT CAN BE MADE

We use the latest up-to-date GATLING GUN system in casting, with the finest steel moulds, and make solid, perfect rollers by the best formulas.

Established 1868. Cincinnati is sufficient address in writing or shipping.

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GENERAL ACCOUNTING AND OFFICE SYSTEMS SUCCESSFULLY TAUGHT

Right theory. Correct application. Accurate results. The plan is simplicity itself. Guesswork eliminated. Not the average cost of all jobs, whether above or below the average, but the absolute cost of every job. Just the thing for the small and medium-size shops, yet comprehensive enough for the largest.

> Resident and Extension Courses. Complete Systems Personally Installed.

> > = Rates on application. Address =

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M. J. BECKETT, MANAGE

800 Ship Street . . . . ST. JOSEPH, MICH.

Successor to Cost Department, Inland Printer Technical School.

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HE PAPER DEALER gives the wanted information on the general and technical subject of

Baper

It will enable the printer to keep posted on paper, to buy advantageously, and to save money on his paper

No dollar could be spent more profitably for a year's reading. Printed on enamel book

SPECIAL OFFER-Enclose a dollar bill, or stamps, or money-order, in your letter-head, and remit at our risk, and receive the paper for the balance of 1910 and all of 1911 and also a copy of our book, "Helps to Profitable Paper Selling."



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High-grade Type Metals for High-grade Users—Our

## LINO MONO STEREO ELECTRO

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Are used by such papers as

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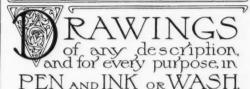
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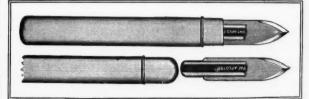
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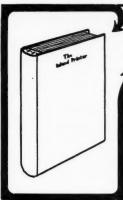
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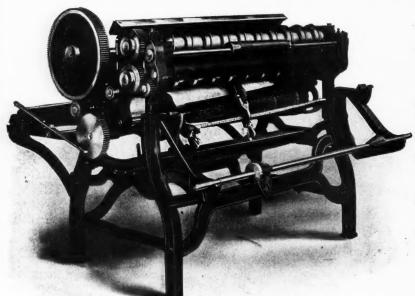
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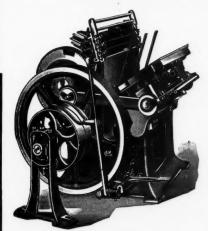
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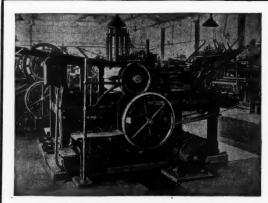
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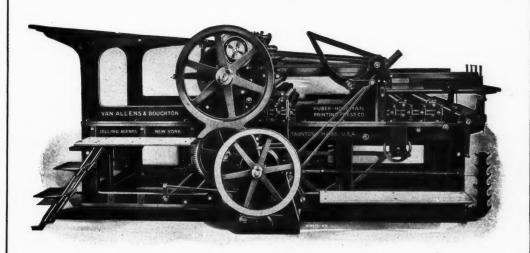
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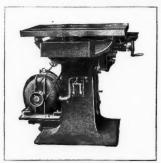
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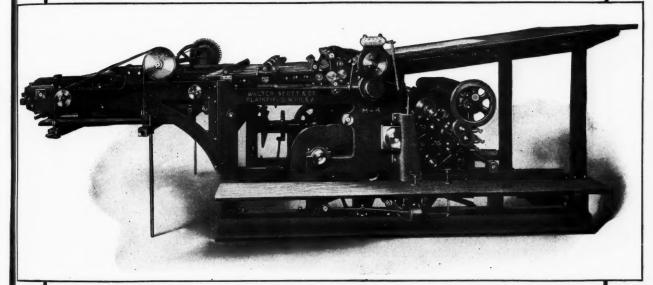
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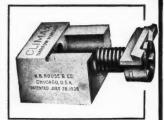
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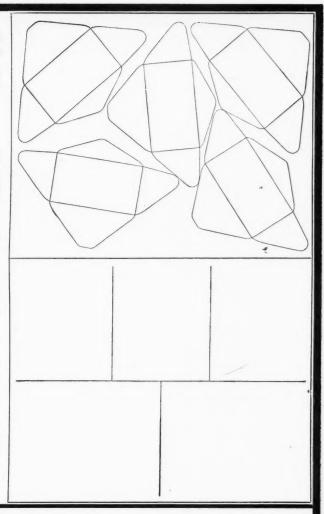
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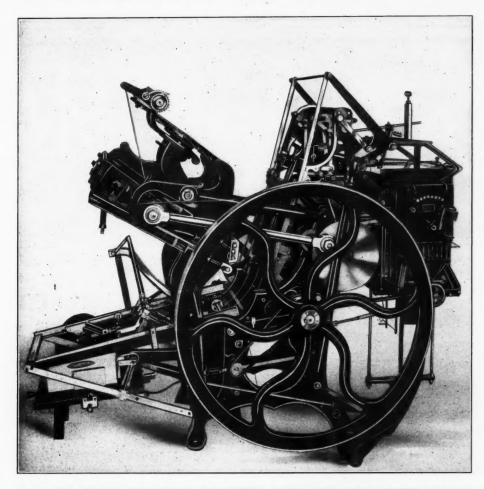
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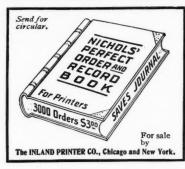
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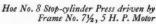
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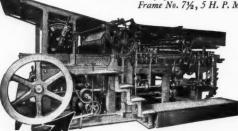
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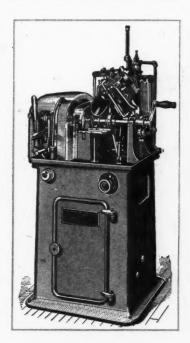
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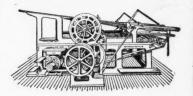
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# The Michle

## The following is a list of Miehle Presses

shipped during the month of

June . . . . 1910



THIS LIST SHOWS THE CONTINUED DEMAND FOR MIEHLE PRESSES.

The state of the property of the state of th	
Geo. Wm. Brown	
Gumaelius & KompStockholm, Sweden . 1	
Previously purchased forty-five Miehles.	
Traders Printing Co	
Regensteiner Colortype CoChicago, Ill	
Compania Editora NationalMexico City, Mex 1	
Rand, McNally & Co	
John F. Horn Co	
The Sullivan Printing WorksCincinnati, Ohio 1 Previously purchased four Miehles.	
Larkin & Son Sacramento, Cal 1	
United States Printing CoCincinnati, Ohio 1 Previously purchased for this and other branches thirty-eight Miehles.	
Geo. Seelman & Sons CoMilwaukee, Wis 1 Previously purchased one Miehle.	
Laurance Press Co	
Butterick Publishing CoNew York city, N. Y. 2 Previously purchased fifteen Miehles.	
The Silverton Publishing Co Chicago, Ill 1	
Van de Kamp & LorberterMilwaukee, Wis 1	
Hilton, Hart & Koehn Co Detroit, Mich 1	
Keystone Publishing CoPhiladelphia, Pa 1 Previously purchased five Miehles.	
Meisenheimer Printing Co Milwaukee, Wis 1 Previously purchased nine Miehles.	
Fred D. Ewell Chicago, Ill 1	
Simmonds & Simmonds	
The Welland Telegraph Welland, Ont 1	
Zeese-Wilkinson Co	
Wetzel Bros. Printing CoMilwaukee, Wis 1 Previously purchased six Miehles.	
The Lowe Bros. Co	
Stearns Bros. & Co	
Standard Printing Co	
Brown & Bigelow	

The property of the state of th	Service.
The transfer of the country of the second of	NEX ES
Logansport Tribune Co Logansport, Ind	1
The Commonwealth Press Chicago, Ill	1
Paxton & EvansFt. Worth, Tex	
El Paso Printing Co El Paso, Tex	1
Myers & Co Covington, Ky	1
Woodward & Tiernan Ptg. Co St. Louis, Mo	1
Previously purchased one Miehle.	
Republic Printing CoWenatchee, Wash	
Liberal News Co Watertown, N. Y	
Kankakee Republican Co Kankakee, Ill Previously purchased one Miehle.	
Excelsior Printing Co	
Rubel Loose Leaf Mfg. CoChicago, Ill.	1
Schulte & Cappel Cincinnati, Ohio	1
The Silent Evangel SocietyIndianapolis, Ind	1
The American Label Mfg. CoBaltimore, Md Previously purchased six Miehles.	2
Currier Printing Co	1
Schlau, Burnett & Co	1
R. R. Donnelley & Sons Co Chicago, Ill Previously purchased forty-three Miehles.	1
Manz Engraving Co	
Harnden & Co Portland, Ore	1
The Smith PrinteryWarsaw, Ind	1
Nevins-Church Press	
La Rue Printing Co	1
Henderson Bros	1
Hitchings Paper Box CoWinnipeg, Man	1
Lethbridge NewsLethbridge, Alb	1
The Crown Press	1
Compagnie Française des Papiers- Monnaie	1
M. Richard	3
Previously purchased three Miehles.	
H. W. Kingston Co St. Paul, Minn	
G. FreytagVienna, Austria  Previously purchased four Miehles.	1
United States Printing CoNew York city, N. Y. Previously purchased for this and other branches thirty-nine Miehles.	1

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